



RealPropertyResearchGroup

Market Feasibility Analysis

Myrtle Terraces at New Holland Senior Apartments

Gainesville, Hall County, Georgia

Prepared for:

Beverly J. Searles Foundation
Project #12-3432

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TABLE OF CONTENTS

EXECUTIVE SUMMARY.....	6
1. INTRODUCTION	12
A. Overview of Subject.....	12
B. Purpose of Report.....	12
C. Format of Report	12
D. Client, Intended User, and Intended Use	12
E. Applicable Requirements.....	12
F. Scope of Work	12
G. Report Limitations	13
2. PROJECT DESCRIPTION.....	14
A. Project Overview	14
B. Project Type and Target Market	14
C. Building Types and Placement.....	14
D. Detailed Project Description.....	14
1. Project Description.....	14
2. Other Proposed Uses	15
3. Pertinent Information on Zoning and Government Review.....	15
4. Proposed Timing of Development	15
3. SITE AND NEIGHBORHOOD ANALYSIS	17
A. Site Analysis	17
1. Site Location	17
2. Existing Uses.....	17
3. Size, Shape, and Topography	17
4. General Description of Land Uses Surrounding the Subject Site	17
5. Specific Identification of Land Uses Surrounding the Subject Site.....	17
B. Residential Support Network.....	20
1. Key Facilities and Services near the Subject Site.....	20
2. Essential Services	21
3. Commercial Goods and Services	22
C. Neighborhood Analysis.....	24
1. General Description of Neighborhood	24
2. Neighborhood Investment and Planning Activities.....	24
3. Public Safety	24
4. Market Area Multifamily Residential Developments	25
D. Site Visibility and Accessibility	27
1. Visibility	27
2. Vehicular Access.....	27
3. Availability of Public and Inter Regional Transit.....	27
4. Pedestrian Access.....	27
5. Accessibility Improvements under Construction and Planned	27
6. Environmental Concerns	28
E. Site Conclusions	28
4. MARKET AREA	29
A. Introduction.....	29
B. Delineation of Market Area	29
5. DEMOGRAPHIC ANALYSIS	31
A. Introduction and Methodology	31
B. Trends in Population and Households	31
1. Recent Past Trends.....	31

2.	Projected Trends	31
3.	Building Permit Trends	33
C.	Senior Household Trends.....	34
1.	Recent Past Trends.....	34
2.	Projected Trends	34
D.	Demographic Characteristics	35
1.	Age Distribution and Household Type	35
2.	Renter Household Characteristics.....	37
3.	Income Characteristics	39
6.	ECONOMIC CONTENT	42
A.	Introduction	42
B.	Labor Force, Resident Employment, and Unemployment.....	42
1.	Trends in County Labor Force and Resident Employment.....	42
2.	Trends in County Unemployment Rate	42
C.	Commutation Patterns	42
D.	At-Place Employment	44
1.	Trends in Total At-Place Employment.....	44
2.	At-Place Employment by Industry Sector.....	44
3.	Major Employers	45
4.	Wages.....	51
5.	Conclusion	52
7.	AFFORDABILITY /DEMAND ANALYSIS.....	53
1.	Methodology.....	53
2.	Affordability Analysis	54
B.	Derivation of DCA Demand.....	57
1.	Senior Demand Methodology	57
2.	Senior DCA Demand Analysis	59
3.	Conclusions on Demand.....	59
8.	COMPETITIVE HOUSING ANALYSIS	62
A.	Introduction and Sources of Information	62
B.	Overview of Market Area Housing Stock.....	62
C.	Impact of Foreclosed, Abandoned, or Vacant Single/Multifamily Homes	62
D.	Survey of Rental Communities	68
1.	Introduction to the Rental Housing Survey	68
2.	Competitive General Occupancy Rental Analysis.....	70
3.	Location.....	70
4.	Age of Communities.....	70
5.	Structure Type.....	72
6.	Size of Communities.....	72
7.	Vacancy Rates	72
8.	Rent Concessions	73
9.	Absorption History	73
E.	Analysis of Rental Pricing and Product	73
1.	Payment of Utility Costs.....	73
2.	Unit Features.....	73
3.	Parking	73
4.	Community Amenities.....	73
5.	Distribution of Units by Bedroom Type.....	75
6.	Effective Rents	75
F.	Deep Subsidy Units and Vouchers in the Market Area.....	77
G.	Proposed and Under Construction Rental Communities.....	80
H.	Absorption Estimate	80



I.	Interviews	80
9.	FINDINGS AND CONCLUSIONS.....	81
A.	Key Findings	81
1.	Site and Neighborhood Analysis	81
2.	Economic Context	81
3.	Population and Household Trends.....	82
4.	Demographic Analysis	82
5.	Competitive Housing Analysis.....	82
B.	Target Markets	83
C.	Product Evaluation	83
D.	Price Position	84
E.	Final Conclusions and Recommendations	86
10.	APPENDIX 1 UNDERLYING ASSUMPTIONS AND LIMITING CONDITIONS	87
11.	APPENDIX 2 ANALYST CERTIFICATIONS	89
12.	APPENDIX 3 ANALYST RESUMES	90
13.	APPENDIX 4 NCAHMA CHECKLIST	92
14.	APPENDIX 5 MARKET AREA RENTAL COMMUNITY PROFILES	95

TABLES, FIGURES AND MAPS

Table 1 Myrtle Terraces at New Holland Project Summary.....	16
Table 2 Key Facilities and Services.....	21
Table 3 2009, 2010 Crime Statistics, Hall County.....	25
Table 4 LIHTC and Subsidized Rental Communities.....	25
Table 5 Population and Household Projections.....	32
Table 6 Building Permits by Structure Type, Hall County.....	33
Table 7 Senior Household Projections, Myrtle Terraces Market Area.....	34
Table 8 2012 Age Distribution.....	35
Table 9 2010 Households by Household Type.....	36
Table 10 Households by Tenure.....	37
Table 11 Households by Tenure and Age of Householder.....	38
Table 12 2012 Household Income.....	39
Table 13 Household Income for Householders 55 and Older, 2012 and 2017.....	40
Table 14 2012 Income by Tenure, Households 55 and Older.....	41
Table 15 Annual Labor Force and Unemployment Rates.....	43
Table 16 Commutation Data.....	44
Table 17 Major Employers, Hall County.....	48
Table 18 Business Additions/Opening 2011 to 2012 (Q1).....	49
Table 19 Average Annual Pay and Annualized Wage Data—Total and by Sector, Hall County.....	51
Table 20 2014 Senior 55+ Income Distribution by Tenure.....	53
Table 21 Project Specific LIHTC Rent Limits, Gainesville MSA.....	54
Table 22 Affordability Analysis for Myrtle Terraces at New Holland.....	56
Table 23 Substandard, Cost Burdened, and Senior Homeowner Conversion.....	58
Table 24 DCA Demand Estimates by Income Level.....	60
Table 25 DCA Demand by Floor Plan.....	61
Table 26 Dwelling Units by Structure and Tenure.....	63
Table 27 Dwelling Units by Year Built and Tenure.....	64
Table 28 Value of Owner Occupied Housing Stock.....	65
Table 29 Market Rate and Subsidized Senior Communities, Primary Market Area.....	68
Table 30 Myrtle Terraces at New Holland -- General Occupancy Communities Summary.....	72
Table 31 Features of Rental Communities.....	74
Table 32 Amenities of Rental Communities.....	74
Table 33 Unit Distribution, Size, and Pricing.....	76
Table 34 DCA Average Market Rents.....	77
Table 35 Subsidized Rental Communities, Primary Market Area.....	78
Figure 1 Satellite Image of Subject Site.....	18
Figure 2 Views of Subject Site.....	19
Figure 3 Views of Surrounding Land Uses.....	19
Figure 4 At-Place Employment.....	46
Figure 5 Total Employment and Employment Change by Sector 2001 to 2011 (Q3).....	47
Figure 6 Total Employment and Employment Change by Sector 2007 to 2011 (Q3).....	48
Figure 7 Foreclosure Rate, April 2012.....	66
Figure 8 Recent Foreclosure Activity, Myrtle Terraces at New Holland's ZIP CODE: 30501.....	67
Figure 9 Price Position of Myrtle Terraces at New Holland.....	85
Map 1 Location of Key Facilities and Services.....	23
Map 2 LIHTC and Subsidized Rental Communities.....	26
Map 3 Primary Market Area.....	30
Map 4 Major Employers.....	50
Map 5 Senior Communities in Market Area.....	69



Map 6 Surveyed General Occupancy Rental Communities	71
Map 7 Subsidized Rental Communities in the Market Area	79

EXECUTIVE SUMMARY

The Beverly J. Searles Foundation has retained Real Property Research Group, Inc. (RPRG) to conduct a comprehensive market feasibility analysis for Myrtle Terraces at New Holland, a senior-oriented multi-family rental community proposed outside of Gainesville, Hall County, Georgia. Funded in part by Low Income Housing Tax Credits allocated by the Georgia Department of Community Affairs (DCA), Myrtle Terraces at New Holland will be an elderly community restricted to households with householders age 55 and older.

Project Description:

- Myrtle Terraces at New Holland will consist of 36 one-bedroom and 48 two bedroom units, most of which will benefit from Low Income Housing Tax Credits and be reserved for senior (55+) renter households.
- The unit mix will consist of 14 units targeting households at or below 50 percent AMI and 62 targeting households at or below 60 percent AMI. Eight units will not have income restrictions and will be offered at market rents.
- Myrtle Terraces at New Holland will be located immediately outside the City of Gainesville on a 7.17-acre site within New Holland Village, a former mill village targeted for investment.
- A detailed summary of the proposed development including the rent and unit configuration is shown in the table below. The rents shown will include the cost of all utilities.

Unit Type	AMI Level	Units	# Bed	# Bath	Sq Ft	Rent	Rent/Sq Ft
LIHTC	50%	6	1	1	664	\$575	\$0.87
LIHTC	60%	27	1	1	664	\$690	\$1.04
Market Rate	N/A	3	1	1	664	\$759	\$1.14
1 Bedroom Total/Avg.		36			664	\$677	\$1.02
LIHTC	50%	3	2	1	864	\$655	\$0.76
LIHTC	50%	5	2	2	950	\$695	\$0.73
LIHTC	60%	10	2	1	864	\$790	\$0.91
LIHTC	60%	25	2	2	950	\$835	\$0.88
Market Rate	N/A	3	2	1	864	\$869	\$1.01
Market Rate	N/A	2	2	2	950	\$919	\$0.97
2 Bedroom Total/Avg.		48			921	\$805	\$0.87
Total/Avg.		84			811	\$750	\$0.92
Rents include all standard utility costs.							

- Myrtle Terraces at New Holland will offer an extensive mix of amenities, focused on those appealing to elderly households including day rooms, TV lounge, library, computer room, chapel and dining area. Support services will be provided by Brenau University and include adult education classes as well as health related services by Brenau University's Health and Science Program.
- The newly constructed units at the subject property will offer fully equipped kitchens with energy efficient appliances. Flooring will be carpeting and vinyl. In addition, all units will include ceiling fans and washer-dryer hook-ups. The proposed unit features at Myrtle Terraces at New Holland will be competitive with or superior to the existing rental

communities in the market area as it will offer a range of features appealing to the senior market.

Overall Conclusion:

- Based on an analysis of projected senior household growth trends, overall affordability and demand estimates, current rental market conditions, and socio-economic and demographic characteristics of the primary market area, RPRG believes that the proposed Myrtle Terraces at New Holland will be able to successfully reach and maintain a stabilized occupancy of at least 93 percent. The product to be constructed will offer a full complement of senior features and amenities and will be well received by the target market. We do not expect the construction of Myrtle Terraces at New Holland to negatively impact existing LIHTC communities in the primary market area or the region.

Site Description / Evaluation:

- The site for the proposed Myrtle Terraces at New Holland is visible and accessible, located to the northeast of downtown Gainesville in an existing residential area. As part of a future mixed-use site, the subject will be the first phase of a redevelopment effort.
- Current land uses within the immediate area include a mix of single-family homes, small a church, a small apartment complex and a utility sub-station.
- Beyond the immediate land uses, the area includes medical facilities, retail and senior services.
- Hall County's bus service has two routes that serve the subject's neighborhood, offering connections to routes serving the Gainesville area. The system offers special rates for senior citizens and connects to medical facilities and retail throughout Gainesville.
- Overall, the site and surrounding land uses are compatible with the proposed senior community. No negative land uses were identified at the time of the site visit that would negatively impact the proposed development's viability in the marketplace.

Market Area Definition:

- The primary market area for Myrtle Terraces at New Holland is comprised of Census tracts in central Hall County encompassing the City of Gainesville and portions of its surrounding neighborhoods. The subject site is located in unincorporated Hall County but in an area that is immediately outside of Gainesville and close to downtown Gainesville.
- The boundaries of the primary market area and their approximate distance from the subject site are Oakland Drive to the north (1.8 miles), White Sulphur Road to the east (3.5 miles), Jackson County to the south (7.9 miles), and Mill Road to the west (4.8 miles).

Community Demographic Data:

- The household base of the Myrtle Terraces Market Area grew by 1.8 percent (350 households) per year between 2000 and 2010. Nielsen estimates that the market area will gain 523 households (1.6 percent) annually over the next five years.
- Between 2000 and 2012, households with a householder age 55+ increased by 1,839 households (33.7 percent). The senior age cohort with the largest increase in absolute terms was the 55-61 cohort, with an average annual increase of 57 households, or 3.2 percent.



- Over the next five years, the primary market area's senior household base is expected to increase by 17.6 percent (3.3 percent annually) among households with a householder age 55 and older. The cohort with the largest growth in absolute terms will be the age 65 to 74 cohort, with an annual increase of 105 householders or 4.2 percent.
- Approximately 28.3 percent of senior households (55+) rent their homes in the market area. The 2,063 senior households that rent represent roughly one out of five of the total renter occupied households in the market area.
- Due to higher concentrations of lower income households in the market area, the market area is less affluent than the county, reporting a 2012 median income of \$44,377, approximately 81 percent of the county income of \$54,672.
- The 2012 median income for senior renter householders age 55 and older in the market area is \$23,943. Over 33 percent of senior renter households earn between \$15,000 and \$35,000, income levels targeted by the proposed community. Another 15 percent of senior renters earn between \$35,000 and \$50,000, indicating an audience for the unrestricted subject units.
- The number of foreclosure properties in Myrtle Terraces at New Holland's immediate vicinity is low relative to the state and the nation, and we do not believe foreclosed homes will impact the subject property's ability to lease its units.

Economic Data:

- Despite recent job loss and unemployment increases caused by the national recession, Hall County has fared significantly better than most areas of the country and state.
- Amid the national recession, Hall County's unemployment rate climbed from 3.7 percent in 2007 to a 20-year high of 9.2 in 2009. Unemployment has since dropped to 8.1 percent, well below that of the State of Georgia and of the nation.
- Between 1990 and 2008, the county labor force grew by nearly 40,000 workers or approximately 74 percent. After a drop in 2009, the labor force has stabilized and even experienced moderate growth.
- Hall County's at-place employment grew by 72 percent with the addition of over 31,000 jobs between 1990 and 2008. After losing nearly 6,000 jobs in 2009, the job base stabilized and even grew in 2011.
- At-place employment in Hall County is concentrated in the manufacturing, trade-transportation-utilities and education-health sectors, representing 56 percent of all jobs. There is also significant representation in the government sector.
- Given that the majority of prospective senior renters for Myrtle Terraces at New Holland are at or near retirement age, the downturn in the local economy will have a lesser impact on the demand for senior oriented rental units compared to those offered at general occupancy communities. Furthermore, the solid moderate income senior household base means that seniors will be looking for a range of options with few available beyond the subject.

Project Specific Affordability and Demand Analysis:



- As proposed, the subject property will contain 62 units reserved for senior households 55+ earning at or below 60 percent of the Area Median Income. Fourteen units will be reserved for senior renters earning at or below 50 percent of the AMI, and the remaining 8 units will be reserved for seniors but will not have income restrictions.
- Based on the proposed unit mix and renters, 2,175 senior (55+) households are income qualified for the proposed units. Among senior renter households, 757 are income qualified.
- The proposed 50 percent units will target senior households with income from \$17,250 to \$24,800. The proposed 60 percent units will target senior households with income from \$20,700 to \$29,760.
- Based on DCA methodology, the overall demand capture is 17.4 percent for the project as a whole or 24.0 percent for all LIHTC units. Capture rates for one bedroom LIHTC units range from 4.7 percent to 28.4 percent. Capture rates for two-bedroom LIHTC units range from 9.0 percent to 28.8 percent. Market rate capture rates tend to be lower even with an artificial income limit of 80 percent AMI. As Myrtle Terraces will be the only senior community in the market area, the demand is likely to be very high.

Competitive Rental Analysis:

- There are no senior housing properties in the market area that have been financed by Low Income Housing Tax Credits (LIHTC). The only senior products are a market rate service-enriched property and deep subsidy properties. The service-enriched community has rents four to five times those in standard market area apartments, and the three senior subsidized communities have waiting lists of three months or more.
- Combined, the 17 general occupancy properties surveyed offer 3,121 units. Of the 2,921 units for which vacancy information is available, a total of 138 units, or 4.7 percent, are vacant. The five LIHTC communities had a vacancy rate of 3.4 percent, and three LIHTC communities had no vacancies.
- The average one-bedroom effective rent among surveyed communities is \$588 for 747 square feet, amounting to an average rent per square foot of \$0.79. Based on the average rent of \$668, the 50 percent rents will have a market advantage of 29.6 percent and the 60 percent rents will have a market advantage of 12.4 percent.
- The average two-bedroom effective rent among surveyed communities is \$638 for 1,033 square feet, amounting to an average rent per square foot of \$0.62. Based on the average rent of \$794, the 50 percent rents will have a market advantage of 30.7 percent and the 60 percent rents will have a market advantage of 12.8 percent.
- Tax credit rents overlap with market rate rents in this market, with the 60 percent AMI rents positioned midrange.

Absorption/Stabilization Estimate:

- We believe that given the attractive product to be constructed, projected senior household growth and affordability/demand estimates, we estimate Myrtle Terraces at New Holland will lease units at a pace of 10 units per month. The subject property will reach a stabilized occupancy of 93 percent within an approximate eight month time period.



- The addition of the 84 units at Myrtle Terraces at New Holland is not expected to negatively impact the performance of the existing communities in the region given current occupancy rates, senior growth estimates, and achievable capture rates. Furthermore, Myrtle Terraces will be the only LIHTC community targeting senior households.

Income/Unit Size	Income Limits	Units Proposed	Renter Income Qualification %	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band	Proposed Rents (Gross)	Proposed Rents (Net Adj)
50% Units	\$17,250 - \$24,800											
One Bedroom Units	\$17,250 - \$21,700	6	9.0%	128	0	128	4.7%	1 month	\$668	\$472-\$711	\$575	\$470
Two Bedroom Units	\$21,700 - \$24,800	8	6.2%	89	0	89	9.0%	1 month	\$794	\$443-\$842	\$655-\$695	\$525-\$565
60% Units	\$20,700 - \$29,760											
One Bedroom Units	\$20,700 - \$24,000	27	6.7%	95	0	95	28.4%	2-3 months	\$668	\$472-\$711	\$690	\$585
Two Bedroom Units	\$24,000 - \$29,760	35	8.5%	122	0	122	28.8%	3-4 months	\$794	\$443-\$842	\$790-\$835	\$660-\$705
80% Units	\$22,770 - \$39,680											
One Bedroom Units	\$22,770 - \$34,720	3	17.8%	254	0	254	1.2%	1 month	\$668	\$472-\$711	\$759	\$654
Two Bedroom Units	\$34,720 - \$39,680	5	4.9%	70	0	70	7.1%	1 month	\$794	\$443-\$842	\$869-\$919	\$739-\$789
Project Total												
50% Units	\$17,250 - \$24,800	14	15.2%	218	0	218	6.4%	2 months				
60% Units	\$20,700 - \$29,760	62	15.2%	217	0	217	28.6%	5 months				
LIHTC Total	\$17,250-\$29,760	76	22.1%	316	0	316	24.0%	6-7 months				
Mkt Rate/80% Units	\$22,770 - \$39,680	8	22.7%	324	0	324	2.5%	1 month				
Project Total				483	0	483	17.4%	7-8 months				

SUMMARY TABLE:

Development Name:	Myrtle Terraces at New Holland	Total # Units:	84
Location:	1380 Myrtle Street, Gainesville, GA	# LIHTC Units:	76
PMA Boundary:	North: Oakland Dr, East: White Sulphur Rd, South: Jackson County, West: Mill Rd		
	Farthest Boundary Distance to Subject:		
			7.9 miles

RENTAL HOUSING STOCK – (found on pages 70-80)

Type	# Properties	Total Units	Vacant Units	Average Occupancy*
All Rental Housing	17	3,121	138	(2,921 units reporting) 95.3%
Market-Rate Housing	12	2,157	105	(1,957 units reporting) 94.6%
Assisted/Subsidized Housing not to include LIHTC	3	184	0	100%
LIHTC	5	964	33	96.6%
Stabilized Comps	17	3,121	138	(2,921 units reporting) 95.3%
Properties in construction & lease up	0	0	N/A	N/A

Subject Development						Average Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent (Gross)	Proposed Tenant Rent (Net Adj.)	Per Unit	Per SF	Advantage	Per Unit	Per SF
6	1	1	664	\$575	\$470	\$668	\$0.85	29.6%	\$785	\$0.90
27	1	1	664	\$690	\$585	\$668	\$0.85	12.4%	\$785	\$0.90
3	1	1	664	\$759	\$654	\$668	\$0.85	2.1%	\$785	\$0.90
3	2	1	864	\$655	\$525	\$794	\$0.70	34.0%	\$899	\$0.72
10	2	1	864	\$790	\$660	\$794	\$0.70	.17%	\$899	\$0.72
3	2	1	864	\$869	\$739	\$794	\$0.70	.07%	\$899	\$0.72
5	2	2	950	\$695	\$565	\$794	\$0.70	.29%	\$899	\$0.72
25	2	2	950	\$835	\$705	\$794	\$0.70	.11%	\$899	\$0.72
2	2	2	950	\$919	\$789	\$794	\$0.70	.01%	\$899	\$0.72

DEMOGRAPHIC DATA (found on pages 37, 56, 57)

	2000		2012		2014	
Renter Households	1,545	28.3%	2,063	28.3%	2,238	28.7%
Income-Qualified Renter HHs (LIHTC)	340	22.0%	452	22.0%	495	22.0%
Income-Qualified Renter HHs (MR)	340	22.0%	461	22.0%	508	23.0%

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 57-61)

Type of Demand	50%	60%	Market-rate	LIHTC	Other:___	Overall
Renter Household Growth	42	42	62	61		93
Existing Households (Overburd + Substand)	135	135	202	197		302
Homeowner Conversion (Seniors)	13	13	20	20		30
Secondary Market Demand (15%)	27	27	40	39		59
Less Comparable/Competitive Supply	0	0	0	0		0
Net Income-qualified Renter HHs	218	217	324	316		483

CAPTURE RATES (found on page 60)

Targeted Population	50%	60%	Market-rate	LIHTC	Other:___	Overall
Capture Rate	6.4%	28.6%	2.5%	24.0%		17.4%

1. INTRODUCTION

A. Overview of Subject

The subject of this report is Myrtle Terraces at New Holland, a Housing for Older Persons (HFOP) multi-family rental community proposed in Gainesville, Hall County, Georgia. Myrtle Terraces at New Holland will offer housing designed for older persons and, as such, will be restricted to households with householders age 55 and older.

B. Purpose of Report

The purpose of this study is to perform a market feasibility analysis through an examination of the economic context, a demographic analysis of the defined market area, a competitive housing analysis, a derivation of demand, and an affordability analysis. RPRG expects this study to be submitted to the Georgia Department of Community Affairs (DCA) for tax credits.

C. Format of Report

The report format is comprehensive and conforms to A DCA's 2012 Market Study Requirements. The market study also considered the National Council of Affordable Housing Market Analysts' (NCAHMA) recommended Model Content Standards and Market Study Index.

D. Client, Intended User, and Intended Use

The Client is the Beverly J. Searles Foundation. Along with the Client, the Intended Users are the Georgia Department of Community Affairs, and other lenders that are parties to the DCA loan transaction.

E. Applicable Requirements

This market study is intended to conform to the requirements of the following:

- DCA's 2012 Market Study Requirements
- The National Council of the Affordable Housing Market Analyst's (NCAHMA) Model Content Standards and Market Study Checklist.

F. Scope of Work

To determine the appropriate scope of work for the assignment, we considered the intended use of the market study, the needs of the user, the complexity of the property, and other pertinent factors. Our concluded scope of work is described below:

- Please refer to Appendix 4 for a detailed list of NCAHMA requirements and the corresponding pages of requirements within the report.
- Tad Scepaniak (Principal), conducted visits to the subject site, neighborhood, and market area on May 18, 2012.
- Primary information gathered through field and phone interviews was used throughout the various sections of this report. The interviewees included rental community property managers; Mark Lane, Director of Planning and Zoning in Hall County; David Fee, transportation staff with Hall County; and Matt Tate, Planning Manager for the City of



- Gainesville. All pertinent information obtained was incorporated in the appropriate section(s) of this report.
- Derivation of Achievable Market Rent and Achievable Restricted Rent- DCA requires its own “market rent” calculation and the inclusion of a separate NCAHMA estimate of market and achievable restricted rent would be confusing to the reader. It should be noted that the DCA market rent and market advantage calculations are unadjusted. For the purposes of this analysis, the appropriateness of the proposed rents was evaluated without a derivation of NCAHMA market and achievable restricted rents.

G. Report Limitations

The conclusions reached in a market assessment are inherently subjective and should not be relied upon as a determinative predictor of results that will actually occur in the marketplace. There can be no assurance that the estimates made or assumptions employed in preparing this report will in fact be realized or that other methods or assumptions might not be appropriate. The conclusions expressed in this report are as of the date of this report, and an analysis conducted as of another date may require different conclusions. The actual results achieved will depend on a variety of factors, including the performance of management, the impact of changes in general and local economic conditions, and the absence of material changes in the regulatory or competitive environment. Reference is made to the statement of Underlying Assumptions and Limiting Conditions contained in Appendix I of this re

2. PROJECT DESCRIPTION

A. Project Overview

Upon completion, Myrtle Terraces at New Holland will include 84 newly constructed rental units contained within one mid-rise building. The unit mix will consist of 43 percent one-bedroom units (36 units) and 57 percent two-bedroom units (48 units). The project will be a mixed income development with 76 tax credit units and eight market rate units unrestricted by income. The affordable units will target households at or below 50 percent AMI (14 units) and 60 percent AMI (62 units).

B. Project Type and Target Market

Myrtle Terraces at New Holland will target low income senior renters age 55 and older, including single person households and couples.

C. Building Types and Placement

Myrtle Terraces at New Holland's 84 units, along with its extensive community amenities, will be contained within one three-story mid-rise building with a brick and HardiPlank siding exterior. Surface parking will be available in adjacent lots to the subject building.

D. Detailed Project Description

1. Project Description

- Thirty-six units at Myrtle Terraces at New Holland will contain one bedroom and one bath and will offer 664 square feet of living space. The remaining units will have two bedrooms; 32 will contain two bathrooms and offer 950 square feet and 16 will contain one bathroom and offer 864 square feet (Table 1).
- The proposed one-bedroom rent is \$575 for units targeting households at 50 percent AMI and \$690 for units targeting households at 60 percent AMI. The proposed rent for the one-bedroom market rate units is \$759.
- The proposed two-bedroom rents are \$655 (one bath) and \$695 (two baths) for units targeting households at 50 percent AMI and \$790 (one bath) and \$835 (two baths) for units targeting households at 60 percent AMI. The proposed rents for the two-bedroom market rate units are \$869 for units with one bathroom and \$919 for units with two bathrooms.
- All utilities are included in the rent.
- The description of the subject property is based in part on by information provided by the developer. This information was dated May 19, 2012 and is considered to be an accurate representation of the property to be completed.

The following **unit features** are planned:

- Kitchens with a refrigerator, stove/oven, dishwasher, disposal, and microwave.
- Washer/dryer hook-ups.
- Wall-to-wall carpeting and vinyl floors.



- Central air conditioning.
- Ceiling fans.

The following **community amenities** are planned:

- Central elevators.
- Day room.
- Dining area and private dining room.
- Meditation room/chapel.
- Game room.
- Television lounge.
- Library.
- Exercise room.
- Computer center.
- Social programming.
- Adult education classes on site as part of Brenau University Learning and Leisure Institute (BULLI); support services by Brenau University's Health and Science Program.

2. Other Proposed Uses

None.

3. Pertinent Information on Zoning and Government Review

None identified.

4. Proposed Timing of Development

The Beverly J. Searles Foundation projects construction on Myrtle Terraces at New Holland to be complete by May 31, 2014. The estimated placed in service date will also be immediately following completion by 2014.

Table 1 Myrtle Terraces at New Holland Project Summary

Myrtle Terraces at New Holland I							
1380 Myrtle St., Gainesville, GA							
Unit Mix/Rents							
Bed	Bath	Income Target	Size (sqft)	Quantity	Utility	Rent	
1	1	50%	664	6	\$0	\$575	
1	1	60%	664	27	\$0	\$690	
1	1	N/A	664	3	\$0	\$759	
2	1	50%	864	3	\$0	\$655	
2	2	50%	950	5	\$0	\$695	
2	1	60%	864	10	\$0	\$790	
2	2	60%	950	25	\$0	\$835	
2	1	N/A	864	3	\$0	\$869	
2	2	N/A	950	2	\$0	\$919	
Total				84			
Project Information					Additional Information		
Number of Residential Buildings			One		Construction Start Date		March 1, 2013
Building Type			Mid-Rise		Date of First Move-In		June 1, 2014
Number of Stories			Three		Construction Finish Date		May 31, 2014
Construction Type			New Const.		Parking Type		Surface
Design Characteristics (exterior)			Hardi-plank		Parking Cost		\$0
Community Amenities	Dayrooms, game room, TV lounge, library, computer center, exercise room, chapel/meditation room, dining area and private dining room; social and support services				Kitchen Amenities		
					Dishwasher		Yes
					Disposal		Yes
					Microwave		Yes
					Range		Yes
					Refrigerator		Yes
Unit Features	HVAC Systems, Energy Star appliances, Washer/Dryer connections, Ceiling Fans, Wall-to-Wall Carpet and Vinyl Flooring				Utilities Included		
					Water/Sewer		Owner
					Trash		Owner
					Heat		Owner
					Heat Source		Elec
					Hot/Water		Owner
					Electricity		Owner
Other:		N/A					

3. SITE AND NEIGHBORHOOD ANALYSIS

A. Site Analysis

1. Site Location

The site for the proposed Myrtle Terraces at New Holland is near 1380 Myrtle Street outside The City of Gainesville, in unincorporated Hall County, Georgia (Figure 1). It will be situated on 7.17 acres within New Holland Village, a former mill village located immediately northeast of Gainesville. To be located at the intersection of Myrtle Street and Barn Street, the subject senior community will be the first stage in a large mixed-use development by Pacolet Milliken Enterprises, the property owner and master developer.

2. Existing Uses

The site is currently has not been improved with any structures (Figure 2).

3. Size, Shape, and Topography

The site is a 7.17-acre densely wooded lot with generally flat topography. This is a section of a larger 250-acre property that is the site of the former New Holland mill village, a site containing an older mix of residential and commercial land uses.

4. General Description of Land Uses Surrounding the Subject Site

The subject is located in New Holland, a former mill village outside of Gainesville including several hundred homes built for workers during the heyday of the Pacolet Cotton Mill. Other nearby land uses in the immediate area of the subject site include the New Holland Worship Center, Myrtle Place Apartments, Gainesville public housing, medical/doctors' offices, and utility structures. Surrounding land uses are in fair to good condition, and the site is buffered from the utility sub-station with a densely wooded tree line. After the construction of the subject senior rental community, the developer plans a mix of uses for the rest of its 250-acre parcel that is part of the former mill village.

5. Specific Identification of Land Uses Surrounding the Subject Site

The land uses directly bordering the subject site, starting from the north and proceeding in a clockwise direction, are as follows (Figure 3):

- **North:** New Holland Worship Center / Single-family detached homes
- **East:** Single-family detached homes
- **South:** Wooded land
- **West:** Myrtle Place Apartments / Utility sub-station

Google

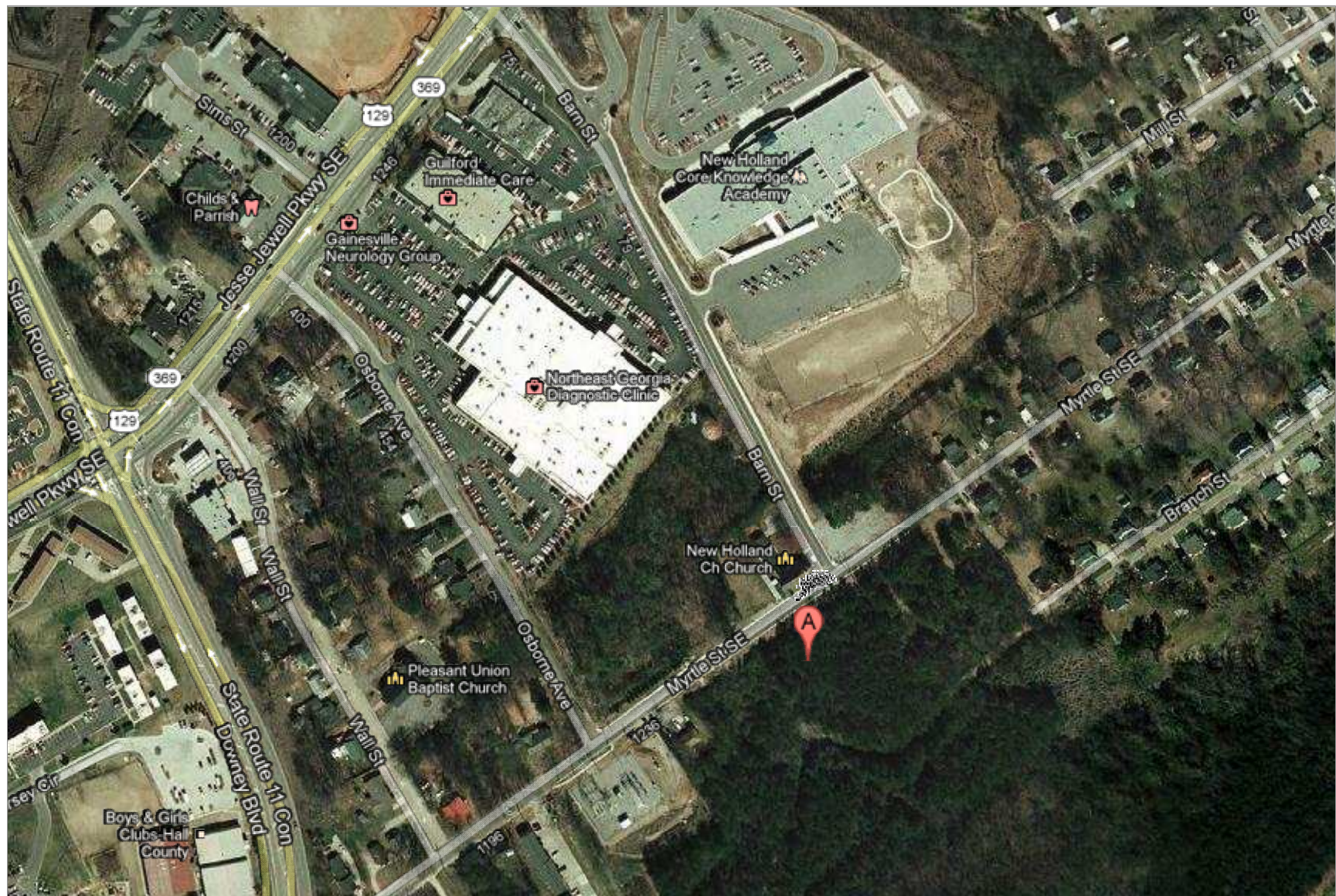


Figure 2 Views of Subject Site



Site from Myrtle St. facing south.



View of site looking south on Barn St..



Myrtle St. looking southwest with site on left.



Myrtle St. looking northeast with site on right.

Figure 3 Views of Surrounding Land Uses



Barn St. facing north with church across site on left.



New Holland Church north across Myrtle St. from site.



Church parking lot north of site.



New Holland Core Knowledge Academy to north of site.



Northeast Georgia Diagnostic Clinic between Barn St. and Osborne Ave. to northwest of site.



Single-family detached home to northeast of site.

B. Residential Support Network

1. Key Facilities and Services near the Subject Site

The appeal of any given community is often based in part to its proximity to those facilities and services required on a daily basis. Key facilities and services and their distances from the subject site are listed in Table 2. The location of those facilities is plotted on Map 1.

Table 2 Key Facilities and Services

Establishment	Type	Address	Distance/ miles
Northeast Georgia Diagnostic Clinic	Doctor/Medical	1240 Jesse Jewell Pky. Se	0.2 mile
HAT Bus Stop	Public Transit	1250 Jesse Jewell Pky. Se	0.2 mile
Northeast Georgia Physicians	Doctor/Medical	200 Wisteria Dr.	0.4 mile
Northeast Georgia Medical Center	Hospital	743 Spring St. Ne	0.5 mile
Walgreens	Pharmacy	472 S Enota Dr. Ne	0.6 mile
Senior Life Center	Senior Center	434 Prior St. Se	0.6 mile
Rite Aid	Pharmacy	599 S Enota Dr. Ne	0.7 mile
Food Lion	Grocery	601 S Enota Dr. Ne	0.8 mile
SuperValu	Grocery	340 Jesse Jewell Pky. Se	0.9 mile
Gainesville Police Department	Police	240 Atlanta St.	0.9 mile
Gainesville Fire Department	Fire	118 Jesse Jewell Pky. Se	1 mile
Hall County Library	Library	127 Main St. Nw	1.2 miles
Lakeshore Mall	Mall	150 Pearl Nix Pky.	2.1 miles
Wal Mart	General Retail	400 Shallowford Rd. Nw	2.3 miles

Compiled by Real Property Research Group, Inc.

2. Essential Services

Health Care

The surrounding area offers a broad mix of medical facilities including a hospital, clinic and doctors' offices. The subject property will be located within a short walking distance of the Northeast Georgia Medical Center, a 513 bed not-for-profit hospital located in one-half mile to the west. Rated as one of the top 100 hospitals in the country in 2009 (Thompson Reuters), The Northeast Georgia Medical Center offers a wide variety of medical treatment options and services including but not limited to 24 hour emergency care, in/out patient surgery, Bariatric Weight Loss, Diabetes care, Obstetrics/Gynecology, Pediatrics, Imaging/Radiology, Oncology, Cardiology, intensive care, long-term care, Mental Health/Substance Abuse, and Occupational Health.

A variety of ancillary services, amenities, and physician offices are also located on or near the NGMC campus and will be convenient to residents living at the subject property. The closest of these are the Northeast Georgia Diagnostic Clinic and Northeast Georgia Physicians office, less than one-half mile from the subject site.

Senior Services

Myrtle Terraces at New Holland will be conveniently located just over one-half mile from the Senior Life Center, a nationally accredited senior services facility offering a wide variety of programs, classes, activities, and trips. Open to adult citizens age 60 and older, the Senior Life Center's services and amenities include a fitness center, weekly exercise classes, blood pressure screenings, transportation, and a hot lunch.



3. Commercial Goods and Services

Convenience Goods

The term “convenience goods” refers to inexpensive, nondurable items that households purchase on a frequent basis and for which they generally do not comparison shop. Examples of convenience goods are groceries, fast food, health and beauty aids, household cleaning products, newspapers, and gasoline.

The subject site is located within one to two miles of several shopping opportunities, most of which are located along U.S. Highway 129 and State Highway 53 in and around downtown Gainesville. This area contains numerous retailers, restaurants, and commercial services including the closest major-chain grocery store, Food Lion (0.8 mile), and pharmacy, Walgreens (0.6 mile).

Shoppers Goods

The term “shoppers goods” refers to larger ticket merchandise that households purchase on an infrequent basis and for which they usually comparison shop. The category is sometimes called “comparison goods.” Examples of shoppers’ goods are apparel and accessories, furniture and home furnishings, appliances, jewelry, and sporting goods.

The subject site is also within close proximity to Lakeshore Mall (approximately two miles) which contains over 40 stores and restaurants among anchor tenants JCPenney, Belk, and Sears. Other major big-box retailers nearby include a Target and Wal-Mart Supercenter.

★ SITE

Library

Mall

General Retail

Grocery

Doctor/Medical

Public Transit

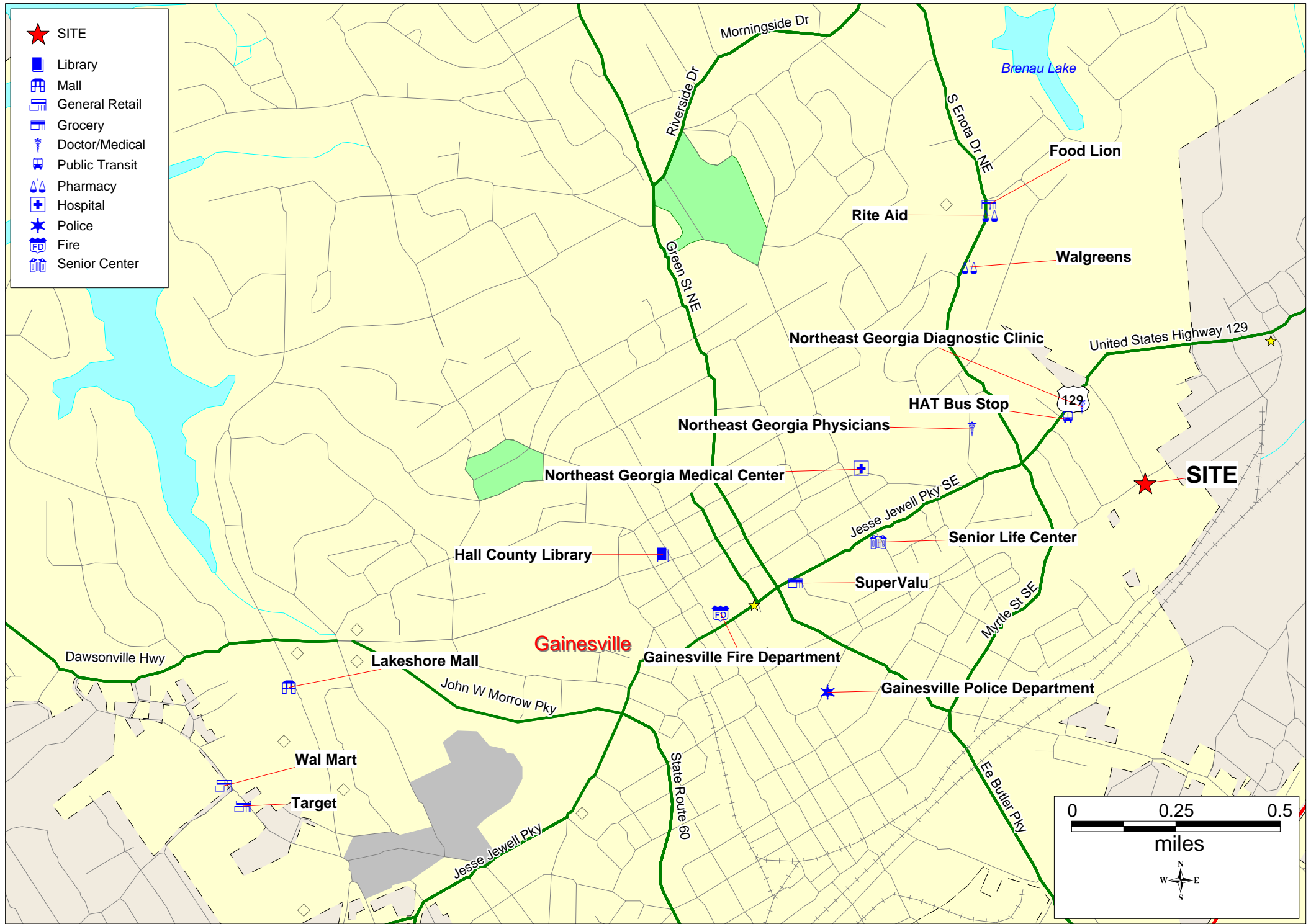
Pharmacy

Hospital

Police

Fire

Senior Center



Map 1
Neighborhood Amenities
Hall County, GA

C. Neighborhood Analysis

1. General Description of Neighborhood

The City of Gainesville is located approximately one hour northeast of the Atlanta metro area and is the largest municipality/seat of Hall County. Due to its location adjacent to Lake Lanier, Gainesville contains a variety of residential development ranging from modest value single-family detached homes to multi-million dollar estates. The city also has a relatively sophisticated rental market which includes small and large multi-family rental communities targeting a wide range of price points. These properties include market rate, mixed-income, LIHTC, and deep subsidy rental communities reserved for both family and senior households. Overall, housing and general construction conditions range from poor to excellent throughout the city and are generally consistent with the age and the level of upkeep. While many areas of Gainesville are older, most buildings appear to be well maintained. In addition, several newly constructed neighborhoods and commercial districts are also present as the city and Hall County have undergone significant growth over the past decade.

2. Neighborhood Investment and Planning Activities

As the county seat, The City of Gainesville is the largest municipality and has several initiatives underway for redevelopment of downtown neighborhoods. The Midtown Greenway project, in the works since 2000, is redeveloping the Midtown section of the city with conversion of the old CSX rail line into a greenway to serve as its centerpiece. Other components include the renovation of historic railroad depot and establishing an entertainment district. The first phase of this project opened recently, in Spring 2012, providing a half mile greenway and 5-acre trailhead park in a formerly industrial area. When complete, the project will offer a 3 mile greenway and connect to a 15-mile loop that will run from Gainesville State College north to the city's existing Rock Creek Greenway which runs from downtown to Lake Lanier. This is expected to stimulate other investment in the area. This project is located along Martin Luther King Jr. Boulevard, a short distance south of the subject site where Myrtle Street transitions into Martin Luther King Jr. Boulevard.

Another development on the south side of town is underway—the Mundy Mill PUD. This 604-acre development will ultimately include 1,148 single family residences, 1,038 multifamily/townhouse residences and 800,000 square feet of commercial (light industry, office and retail). At this point, infrastructure is in place and single family residences are under construction. The next component will be the commercial piece. At this point, there is no developer committed to the multifamily component.

3. Public Safety

In both 2009 and 2010, over 4,800 total crimes were reported in Hall County. Based on population, the crime rate was 25.87 and 26.94 crimes per 1,000 persons in 2009 and 2010, respectively (Table 3). The vast majority of crimes reported in Hall County were burglaries, larceny-theft, or motor vehicle theft--(93 percent in each of the two years. A modest percentage of the crimes in Hall County were violent crimes. Based on this data and field observations, we do not expect crime or the perception of crime to negatively impact the subject property's marketability.

Table 3 2009, 2010 Crime Statistics, Hall County

Crimes Reported in Hall County, Georgia				
Crime	2009		2010	
	Number	Rate*	Number	Rate*
Total	4,856	25.87	4,841	26.94
Murder	4	0.02	4	0.02
Rape	39	0.21	36	0.20
Robbery	68	0.36	87	0.48
Aggravated Assault	230	1.23	199	1.11
Burglary	1,196	6.37	1,101	6.13
Larceny-Theft	2,992	15.94	3,111	17.31
Motor Vehicle Thefts	327	1.74	303	1.69

*Rate is per 1,000 persons

Source: Georgia Bureau of Investigation

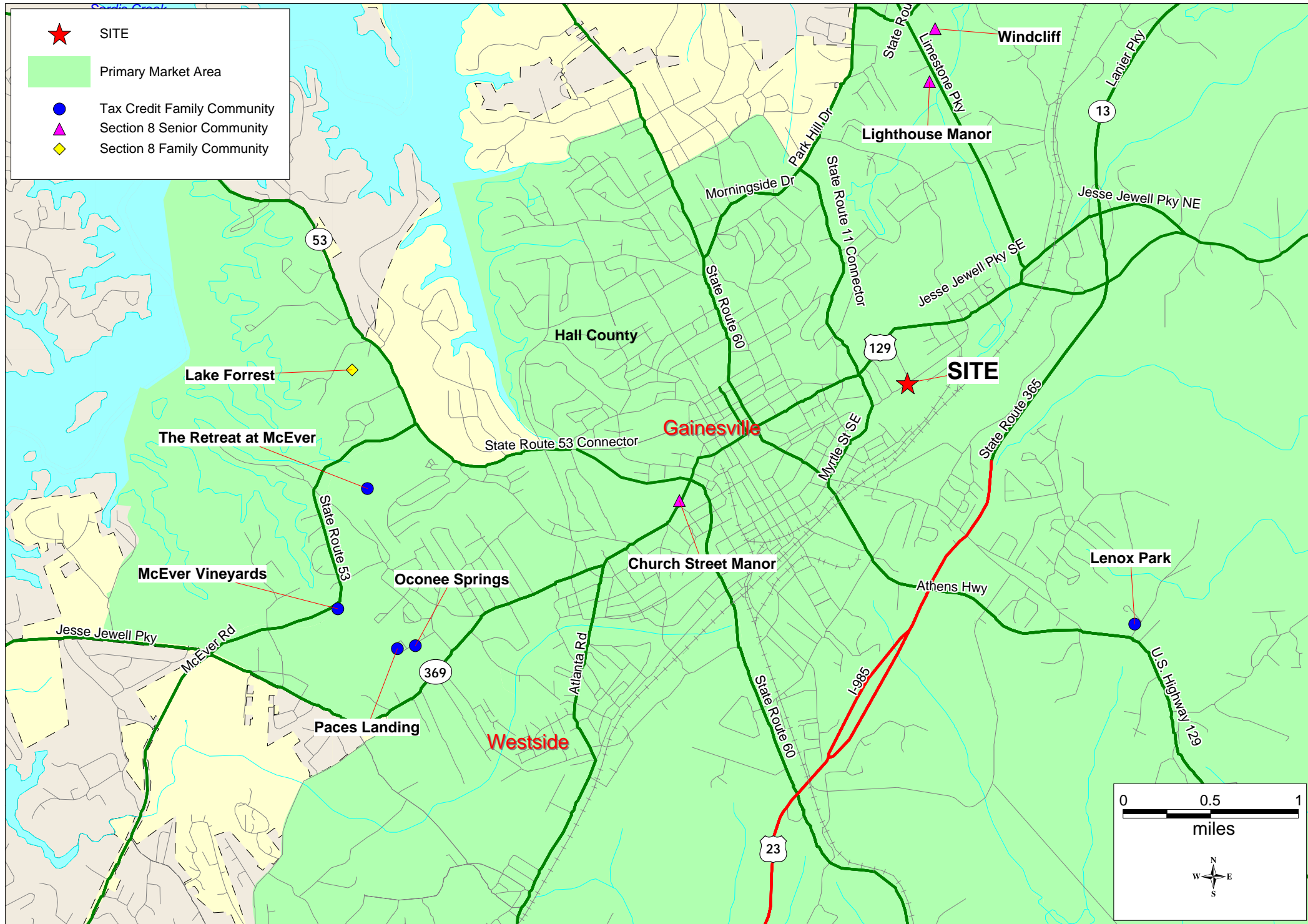
4. Market Area Multifamily Residential Developments

Multifamily residential developments in the market area include mostly general occupancy, market rate properties. The tax credit communities are general occupancy communities and include a mixture of targeted incomes and market rate units. The independent senior communities are deep subsidy communities.

All LIHTC and deeply subsidized senior rental communities identified in the Myrtle Terraces Market Area were surveyed and included in this report. A list of all LIHTC and deeply subsidized communities in the market area, including general occupancy and disabled rental communities, is provided in Table 4. Map 2 shows the location of these communities.

Table 4 LIHTC and Subsidized Rental Communities

Property	Subsidy	Type	Address	City	State	Distance
Lake Forrest	Section 8	Family	1360 Otila Dr.	Gainesville	GA	3.2 miles
Church Street Manor	Section 8	Senior	710 Jesse Jewell Pkwy. SE	Gainesville	GA	1.5 miles
Lighthouse Manor	Section 8	Senior	2415 Lighthouse Manor Dr.	Gainesville	GA	1.7 miles
Windcliff	Section 8	Senior	150 Gabriel Cir.	Gainesville	GA	2 miles
Lenox Park	Tax Credit	Family	1000 Lenox Park Pl.	Gainesville	GA	1.9 miles
McEver Vineyards	Tax Credit	Family	1245 McEver Rd. SW	Gainesville	GA	3.5 miles
Oconee Springs	Tax Credit	Family	2351 Springhaven Dr.	Gainesville	GA	3.2 miles
Paces Landing	Tax Credit	Family	100 Paces Ct. SW	Gainesville	GA	3.2 miles
The Retreat at McEver	Tax Credit	Family	1050 Eagle Eye Rd.	Gainesville	GA	3.1 miles



Map 2
Subsidized Communities
Primary Market Area

D. Site Visibility and Accessibility

1. Visibility

The subject property will have sufficient visibility from its frontage on Myrtle Street SE and will benefit from its location within the mixed-used community of New Holland Village as well as its proximity to downtown Gainesville.

2. Vehicular Access

Myrtle Terraces at New Holland will be accessible from an entrance on Myrtle Street SE, a two-lane, lightly traveled, residential roadway. From Myrtle Street SE, Downey Boulevard (State Highway 11) and Jessie Jewel Parkway (U.S. Highway 129) are both within one-quarter mile and provide convenient access to downtown Gainesville, State Highways 11, 13, 60, and 369, as well as Interstates 85 within five miles.

3. Availability of Public and Inter Regional Transit

Hall County operates the Hall Area Transit (HAT), consisting of the Red Rabbit fixed route service within the City of Gainesville and the Dial-a-Ride curb-to-curb service for the outlying areas of Hall County. The Red Rabbit includes seven fixed routes and charges \$1.00 per trip or \$.50 for seniors (60+), children and students. The overlapping routes number 2 and 3 transverse the SE Jesse Jewell Parkway/129/369 one block north of the subject site and together extensively cover areas to the north and east of Gainesville including various medical facilities. Both reach west into downtown Gainesville, as well, offering transfers to the other routes. Big box stores to the southwest of the city are accessible by transfer.

For intercity travel, Gainesville has an Amtrak station and a Greyhound station. Amtrak offers its Crescent line from its Gainesville station with daily service north to New York and south to New Orleans. Greyhound offers regional routes and transfers to points further away. The Amtrak station is located at 116 Industrial Boulevard and the Gainesville Greyhound Station is located at 1780 Martin Luther King Jr. Boulevard.

Hartsfield-Jackson Atlanta International Airport, the closest passenger airport in the region, is approximately a one hour drive southwest of the subject via I-985/GA 365 to I-85 South. Hartsfield-Jackson is ranked as the world's busiest airport in 2011 accommodating 92 million passengers and provides over 2,400 domestic and international flights daily.

4. Pedestrian Access

There are some sidewalks in the subject's neighborhood, including the north side of Myrtle Street, serving the New Holland Church, and the east side of Barn Street, serving the New Holland Core Knowledge Academy. Together, these sidewalks provide access to the neighborhood amenities.

5. Accessibility Improvements under Construction and Planned

Roadway Improvements under Construction and Planned

RPRG reviewed the Georgia DOT website for planned road improvements and talked to David Fee in the Hall County transportation department and Matt Tate, Planning Manager with the City of Gainesville. The closest project in the county that could have an impact on the subject's future tenants is the widening of GA 129 from two lanes to four lanes south of Gainesville to Talmo where it already is four lanes. This will facilitate connections to Interstate-85 south of Gainesville. GA 129



is East Butler Parkway/Athens Highway in Gainesville and intersects SE Myrtle Street/MLK Jr. Boulevard less than one mile southwest from the site. Other road improvements in and around Gainesville are generally limited to road repairs and intersection improvements. The only other large scale project in Hall County is north of the city—the Sardis Road Connector which will link GA 60 with GA53 in a divided highway.

Transit and Other Improvements under Construction and/or Planned

While there is a Regional Transportation Referendum scheduled during July 2012 to expand public transportation in the Greater Atlanta area, the only Hall County projects proposed that would result from this vote would be road improvements not public transportation investment.

6. Environmental Concerns

No visible environmental or miscellaneous site concerns were identified.

E. Site Conclusions

Overall, the site for Myrtle Terraces at New Holland is surrounded by a mixture of residential and commercial land uses all of which are generally well maintained and compatible with the proposed development. The subject property will also be convenient to neighborhood amenities including shopping, healthcare facilities, and senior services most of which are common within one to two miles of the site. Based on the product to be constructed and income levels targeted, the site is suitable for the proposed development.

4. MARKET AREA

A. Introduction

The primary market area for the proposed Myrtle Terraces at New Holland is defined as the geographic area from which future residents of the community would primarily be drawn and in which competitive rental housing alternatives are located. In defining the Myrtle Terraces Market Area, RPRG sought to accommodate the joint interests of conservatively estimating housing demand and reflecting the realities of the local rental housing marketplace.

B. Delineation of Market Area

The subject is located in unincorporated Hall County outside of Gainesville. The primary market area for Myrtle Terraces at New Holland is comprised of Census tracts in central Hall County encompassing the City of Gainesville and portions of its surrounding neighborhoods. The primary market area includes the census tracts located in and near central Gainesville and includes the portions of the city most comparable with the immediate area surrounding the subject site. The market area does not include much of the city bordering Lake Lanier and also does not extend to the southeast towards Oakwood and Flowery Branch. While the PMA does extend a further distance to the south, this is due to the large size of the census tract near Interstate 85. Based on the limited affordable senior rental housing available in and around the primary market area, the subject property should be able to draw tenants from throughout this primary market area and likely from beyond it.

The boundaries of the primary market area and their approximate distance from the subject site are:

- **North:** Oakland Drive (Near Lake Lanier) 1.8 miles
- **East:** White Sulphur Road 3.5 miles
- **South:** Jackson County 7.9 miles
- **West:** Mill Road (Near Lake Lanier) 4.8 miles

This market area is depicted in Map 3 and the 2010 Census tracts that comprise the market area are listed on the edge of the map. For the purposes of this analysis, the primary market area is referred to as the Myrtle Terraces Market Area throughout this report.

As appropriate for this analysis, this primary market area is compared to the Hall County, referred to as the secondary market in this study.

5. DEMOGRAPHIC ANALYSIS

A. Introduction and Methodology

RPRG analyzed recent trends in population and households in the primary market area using U.S. Census data and data from Nielsen, a national data vendor which prepares small area estimates and projections of population and households as well as building permit trend information collected from the HUD State of the Cities Data Systems (SOCDS) database. Table 5 presents a series of panels that summarize these Census data, estimates, and projections.

B. Trends in Population and Households

1. Recent Past Trends

The Myrtle Terraces Market Area experienced vigorous growth over the past decade yet lags Hall County in both population and household growth. Between 2000 and 2010 Census counts, the population of the Myrtle Terraces Market Area increased by 25.5 percent, from 55,046 to 69,072 persons (Table 5). This equates to an average annual increase of 2.3 percent or 1,403 people. During the same time period, the number of households in the market area increased by 20.1 percent, from 17,395 to 20,892 households, an annual increase of 1.8 percent or 350 households.

The Hall County's population and households pace of growth during this period was accelerated. The Hall County's population grew by 29.0 percent over the decade, or an average annual rate of 2.6 percent. At the same time, the number of households in this secondary market area increased by 28.1 percent, or an annual rate of 2.5 percent. By 2010, there were 60,691 households residing in Hall County, representing an increase of 13,310 households over this ten year period.

2. Projected Trends

The market is expected to continue growing at an accelerated pace similar to that of the county. Applying Nielsen's projections to Census 2010 data, RPRG estimates that the Myrtle Terraces Market Area's population increased by 3,632 people and 966 households between 2010 and 2012. RPRG projects that the market area's population will increase by 9,939 people between 2012 and 2017, bringing the total population to 82,643 people in 2017. This represents an annual increase of 2.6 percent or 1,988 persons. The number of households is projected to increase at a similar rate over the next five years, gaining 2.3 percent or 523 households per annum and resulting in a total of 24,475 households in 2017.

In the Hall County, population and household growth rates are projected to hold relatively steady over the next five years now matching those of the market area. The SMA's population is expected to increase by 2.6 percent annually while its household base will increase by 2.3 percent per year.

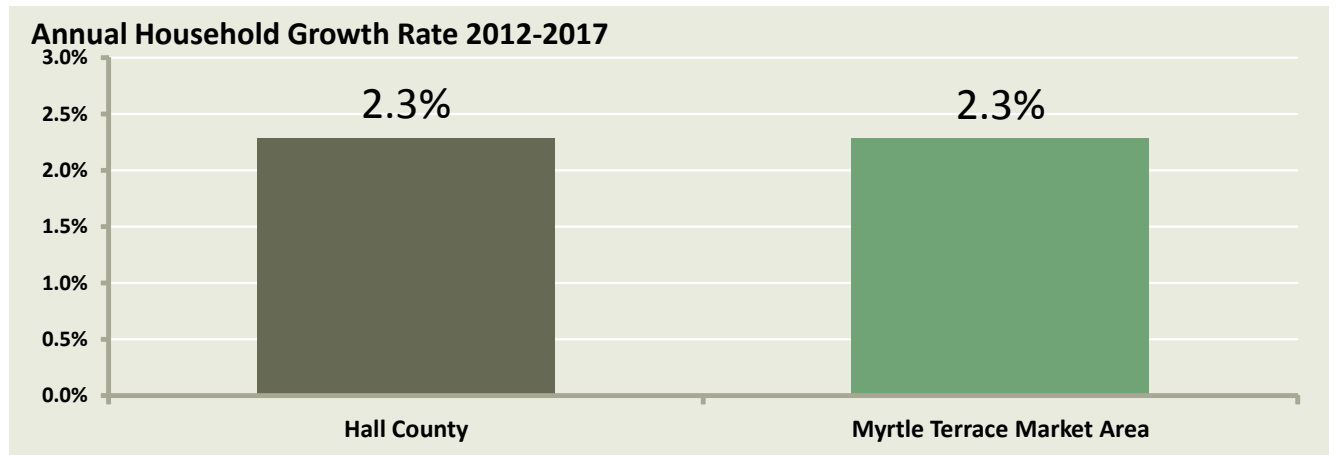
Table 5 Population and Household Projections

Hall County					Change 2000 to 2010				Change 2010 to 2012				Change 2012 to 2017			
					Total		Annual		Total		Annual		Total		Annual	
	2000	2010	2012	2017	#	%	#	%	#	%	#	%	#	%	#	%
Population	139,277	179,684	189,055	214,676	40,407	29.0%	4,041	2.6%	9,371	5.2%	4,685	2.6%	25,621	13.6%	5,124	2.6%
Group Quarters	2,297	3,141	3,205	3,372												
Households	47,381	60,691	63,499	71,101	13,310	28.1%	1,331	2.5%	2,808	4.6%	1,404	2.3%	7,602	12.0%	1,520	2.3%
Average HH Size	2.89	2.91	2.93	2.97												

Myrtle Terrace Market Area					Change 2000 to 2010				Change 2010 to 2012				Change 2012 to 2017			
					Total		Annual		Total		Annual		Total		Annual	
	2000	2010	2012	2017	#	%	#	%	#	%	#	%	#	%	#	%
Population	55,046	69,072	72,704	82,643	14,026	25.5%	1,403	2.3%	3,632	5.3%	1,816	2.6%	9,939	13.7%	1,988	2.6%
Group Quarters	1,897	2,373	2,421	2,547												
Households	17,395	20,892	21,858	24,475	3,497	20.1%	350	1.8%	966	4.6%	483	2.3%	2,616	12.0%	523	2.3%
Average HH Size	3.06	3.19	3.22	3.27												

Note: Annual change is compounded rate.

Source: US Census of Population and Housing, 2000 and 2010; Nielsen Company, RPRG



3. Building Permit Trends

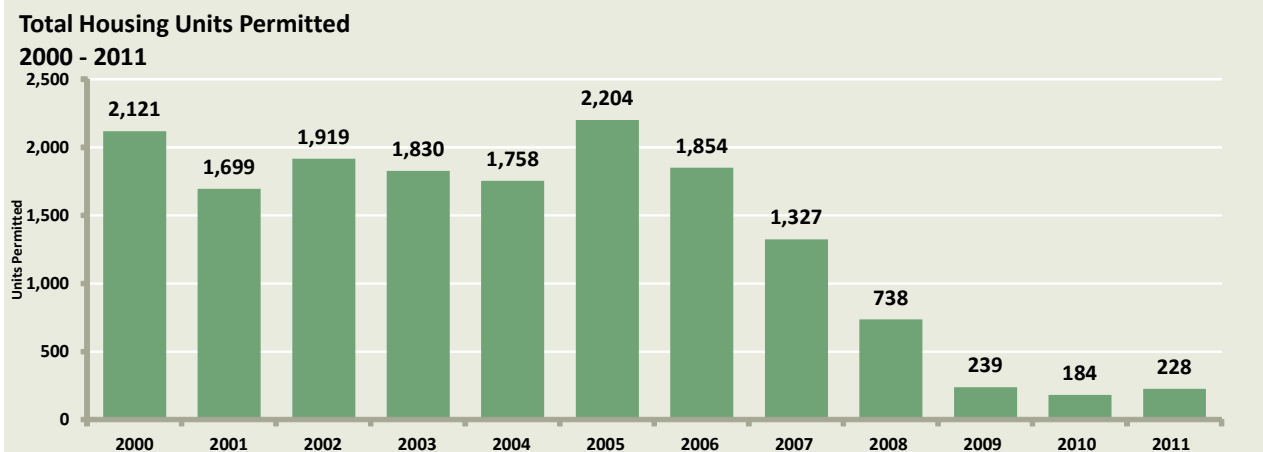
RPRG examines building permit trends to help determine if the housing supply is meeting demand, as measured by new households. Building permit data indicates that housing growth was strong in the early part of the past decade but tapered off dramatically with the economic downturn. County permit activity peaked in 2005 with 2,204 units permitted and dropped below 1,000 units in 2008 and reduced to fewer than 250 units in 2009, 2010 and 2011 (Table 6). Over the last decade, however, an average of 1,342 new housing units was authorized annually in Hall County. This is comparable to the average number of new households added to the Hall County household base annually between 2000 and 2010.

From 2000 to 2011, the vast majority of residential permits issued in Hall County have been for single-family homes (88 percent). Multi-family development (5+ units) accounted for only 143 units for the entire period, translating to 11 percent of the total.

Table 6 Building Permits by Structure Type, Hall County

Hall County														
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2000-2010	Annual
Single Family	1,633	1,611	1,464	1,525	1,736	2,094	1,702	1,283	416	237	184	228	14,113	1,176
Two Family	4	4	2	4	2	10	6	4	4	2	0	0	42	4
3 - 4 Family	12	13	71	27	15	4	47	30	6	0	0	0	225	19
5 or more Family	472	71	382	274	5	96	99	10	312	0	0	0	1,721	143
Total	2,121	1,699	1,919	1,830	1,758	2,204	1,854	1,327	738	239	184	228	16,101	1,342

Source: U.S. Census Bureau, C-40 Building Permit Reports.



C. Senior Household Trends

1. Recent Past Trends

Table 7 details the age distribution and growth of the older adult (age 55 and older) household base by age cohort in the Myrtle Terraces Market Area as of the 2000 Census as well as the current year (2012) estimates and future (2017) projections.

The data show that older adult households in the market area are increasing at a faster pace than total household growth, a pace that is projected to accelerate in the coming years. In the year 2000, the market area had 5,459 householders age 55 and older. This group increased by 33.7 percent to 7,298 householders in 2012, translating to an annual growth rate of 2.4 percent. The senior age cohort with the largest increase in absolute terms was the 55-61 cohort, with an average annual increase of 57 households, or 3.2 percent.

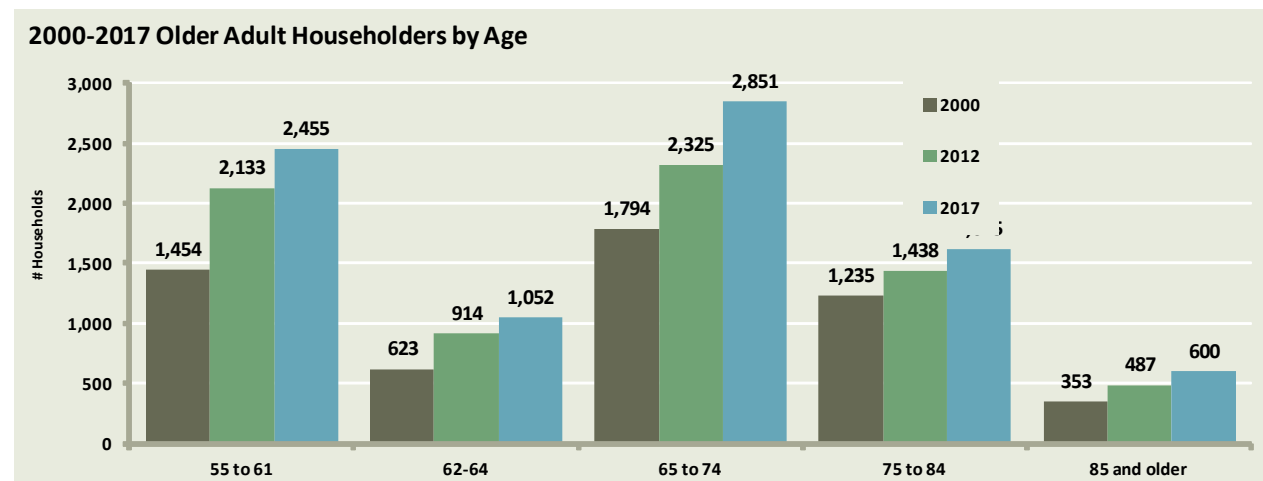
2. Projected Trends

Older adult households are expected to increase at a faster rate in the market over the next five years. Through 2017, the older adult household base (age 55+) is projected to expand at an annual rate of 3.3 percent or 257 householders. This would bring the total number of householders age 55 and older in the market area to 8,583. The cohort with the largest growth, both in absolute and percentage terms will be the age 65 to 74 cohort, with an annual increase of 105 householders 4.2 percent.

Table 7 Senior Household Projections, Myrtle Terraces Market Area

							Change 2000 to 2012				Change 2012 to 2017			
Myrtle Terrace Market Area							Total		Annual		Total		Annual	
Age of Householder	2000		2012		2017		#	%	#	%	#	%	#	%
55 to 61	1,454	26.6%	2,133	29.2%	2,455	28.6%	679	46.7%	57	3.2%	322	15.1%	64	2.9%
62-64	623	11.4%	914	12.5%	1,052	12.3%	291	46.7%	24	3.2%	138	15.1%	28	2.9%
65 to 74	1,794	32.9%	2,325	31.9%	2,851	33.2%	531	29.6%	44	2.2%	526	22.6%	105	4.2%
75 to 84	1,235	22.6%	1,438	19.7%	1,625	18.9%	203	16.4%	17	1.3%	186	13.0%	37	2.5%
85 and older	353	6.5%	487	6.7%	600	7.0%	134	37.9%	11	2.7%	113	23.2%	23	4.3%
Householders 55	5,459	100.0%	7,298	100.0%	8,583	100.0%	1,839	33.7%	153	2.4%	1,285	17.6%	257	3.3%

Source: 2010 Census of Population and Housing; The Nielsen Company, RPRG Estimates



D. Demographic Characteristics

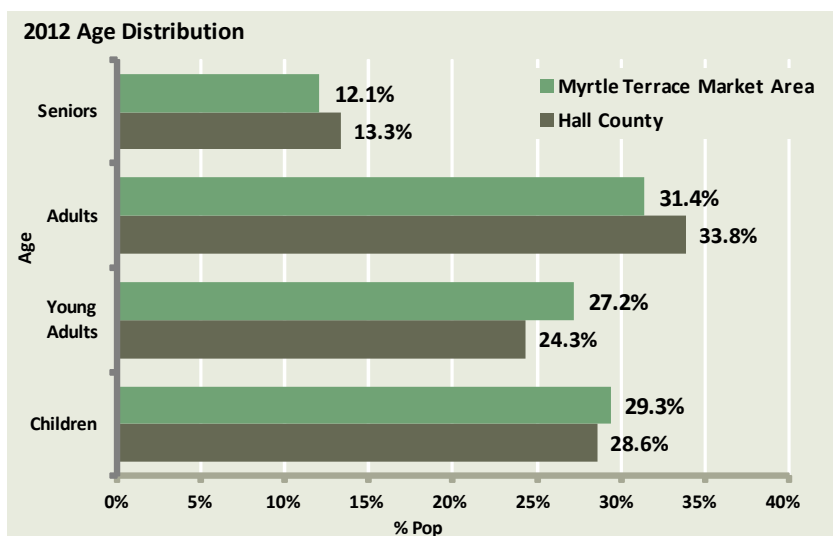
1. Age Distribution and Household Type

Based on Nielsen Company estimates, the population of the Myrtle Terraces Market Area is close in age to that of the Hall County overall with median ages of 30 and 31, respectively (Table 8). While age distributions do not vary dramatically for the two areas, the market area has a somewhat higher percentage of young adults and the county has slightly higher proportions of mid-career and older adults. In both areas, the mid- to late-career adult population is dominant, representing 31.4 percent of the market population and 33.8 percent of the County population. Young adults represent 27.2 percent of market area residents and 24.3 percent of County residents. Seniors age 62 and older account for 12.1 percent of the population in the Myrtle Terraces Market Area compared to 13.3 percent in Hall County.

Table 8 2012 Age Distribution

	Hall County		Myrtle Terrace Market Area	
	Number	Percent	Number	Percent
Children	53,989	28.6%	21,332	29.3%
Under 5 years	16,878	8.9%	7,083	9.7%
5-9 years	15,849	8.4%	6,208	8.5%
10-14 years	13,984	7.4%	5,473	7.5%
15-17 years	7,278	3.8%	2,568	3.5%
Young Adults	45,966	24.3%	19,768	27.2%
18-20 years	7,470	4.0%	3,172	4.4%
21-24 years	9,055	4.8%	3,972	5.5%
25-34 years	29,442	15.6%	12,624	17.4%
Adults	63,993	33.8%	22,831	31.4%
35-44 years	27,913	14.8%	11,043	15.2%
45-54 years	23,606	12.5%	7,920	10.9%
55-61 years	12,474	6.6%	3,869	5.3%
TOTAL Non-Senior	273,908	144.9%	106,531	146.5%
Seniors	25,106	13.3%	8,773	12.1%
62-64 years	5,346	2.8%	1,658	2.3%
65-74 years	11,531	6.1%	3,803	5.2%
75-84 years	6,098	3.2%	2,329	3.2%
85 and older	2,131	1.1%	982	1.4%
TOTAL	189,055	100.0%	72,704	100.0%
Median Age	31		30	

Source: The Nielsen Company; Estimates, Real Property Research Group, Inc.

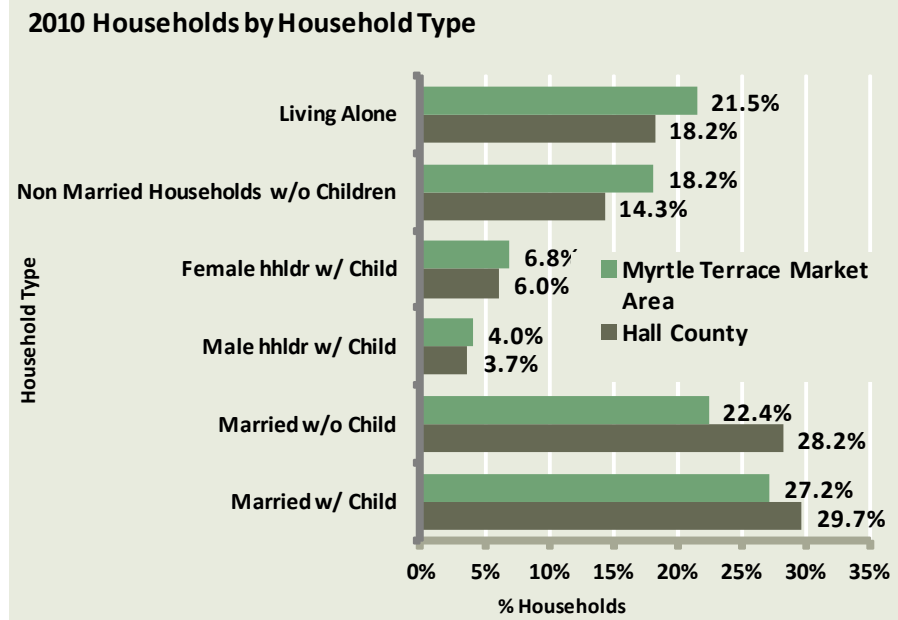


Typical for a suburban area, married households, both with and without children, are dominant in both areas, but these households are more pronounced in the county. Married households represent approximately half of all market area households and 57.9 percent of county households (Table 9). In the market area, more than one in five householders is living alone (21.5 percent), a household type that frequently includes older adult households. The rate for householders living alone is slightly lower in the county—approximately 18.2 percent. Consistent with the higher level of young adults in the secondary market, the secondary market has higher proportions of non-married households.

Table 9 2010 Households by Household Type

	Hall County		Myrtle Terrace Market Area	
	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Married w/ Child	18,015	29.7%	5,675	27.2%
Married w/o Child	17,095	28.2%	4,675	22.4%
Male hhldr w/ Child	2,219	3.7%	839	4.0%
Female hhldr w/ Child	3,663	6.0%	1,427	6.8%
Non Married Households w/o Children	8,661	14.3%	3,795	18.2%
Living Alone	11,037	18.2%	4,481	21.5%
Total	60,691	100.0%	20,892	100.0%

Source: The Nielsen Company; Estimates, Real Property Research Group, Inc.



2. Renter Household Characteristics

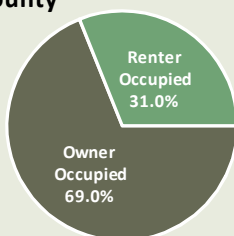
Home ownership is more prevalent in the county than in the market area. Based on 2010 Census data and trends between the two most recent censuses, RPRG estimates that 69 percent of Hall County households own their home in 2012. In comparison, RPRG estimates 54.3 percent of market area households own their home and 45.7 percent of all market area households rent (Table 10). Among householders age 55 and older, the renter percentages in both geographies are lower than for all households. The 2012 renter percentages for households with householders 55+ as estimated by Nielsen are 28.3 percent in the market area and 17.8 percent in Hall County. As a proportion of total renter households, seniors rent 2,063 of the total 9,984 renter occupied units, representing roughly one out of five renter households.

Table 10 Households by Tenure

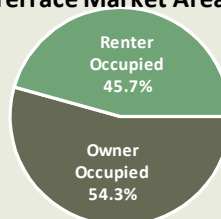
All Households	Hall County		Myrtle Terrace Market Area	
2012 Households	Number	Percent	Number	Percent
Owner Occupied	43,797	69.0%	11,874	54.3%
Renter Occupied	19,702	31.0%	9,984	45.7%
Total Occupied	63,499	100.0%	21,858	100.0%
Total Vacant	9,536		3,226	
TOTAL UNITS	73,035		25,085	

Source: U.S. Census of Population and Housing, 2010; RPRG

**2012 Tenure Breakdown
Hall County**



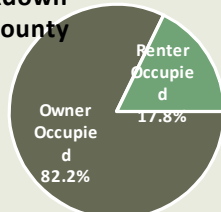
**2012 Tenure Breakdown
Myrtle Terrace Market Area**



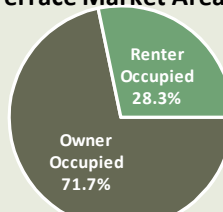
Senior Households 55+	Hall County		Myrtle Terrace Market Area	
2012 Households	Number	Percent	Number	Percent
Owner Occupied	18,762	82.2%	5,235	71.7%
Renter Occupied	4,064	17.8%	2,063	28.3%
Total Occupied	22,826	100.0%	7,298	100.0%

Source: U.S. Census of Population and Housing, 2010; RPRG

**2012 Senior Hhlds Tenure
Breakdown
Hall County**



**2012 Senior Hhlds Tenure Breakdown
Myrtle Terrace Market Area**



Young working age households form the core of both the market area's renters and the county's renters, as the renter occupied households between the ages of 25 and 44, represent 53.2 and 52.2 percent, respectively, of each area (Table 11). Similarly, older adults age 55+ comprise 20.7 percent of all renters in the market area and 20.6 percent in Hall County. While owner householders are older than renters in both the market area and county, both areas have a somewhat equitable distribution of mid-career and late career owner households. While 61.2 percent of market area households are age 35 to 64, roughly one in four households are headed by a householder 65 and older (26 percent).

Table 11 Households by Tenure and Age of Householder

Owner Households	Hall County		Myrtle Terrace Market Area	
Age of HHldr	Number	Percent	Number	Percent
15-24 years	686	1.6%	151	1.3%
25-34 years	5,452	12.4%	1,368	11.5%
35-44 years	9,294	21.2%	2,592	21.8%
45-54 years	9,603	21.9%	2,529	21.3%
55-64 years	8,527	19.5%	2,150	18.1%
65-74 years	6,226	14.2%	1,746	14.7%
75 to 84 years	3,163	7.2%	1,041	8.8%
85+ years	846	1.9%	298	2.5%
Total	43,797	100%	11,874	100%

Renter Households	Hall County		Myrtle Terrace Market Area	
Age of HHldr	Number	Percent	Number	Percent
15-24 years	2,218	11.3%	1,020	10.2%
25-34 years	5,662	28.7%	2,874	28.8%
35-44 years	4,617	23.4%	2,432	24.4%
45-54 years	3,140	15.9%	1,594	16.0%
55-64 years	1,835	9.3%	897	9.0%
65-74 years	1,079	5.5%	579	5.8%
75 to 84 years	788	4.0%	397	4.0%
85+ years	362	1.8%	189	1.9%
Total	19,702	100%	9,984	100%

Source: The Nielsen Company; Estimates, Real Property Research Group, Inc.

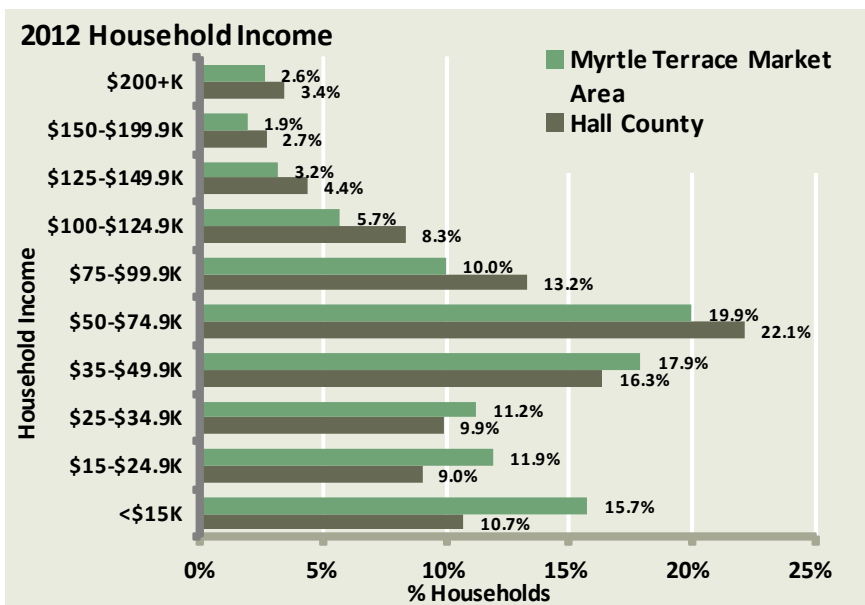
3. Income Characteristics

The market area falls behind Hall County in income, consistent with lower rates of marriage and ownership as seen earlier in this report. Based on estimates supplied by Nielsen, RPRG estimates that the 2012 median household income in the Myrtle Terraces Market Area is \$44,377, which is 81 percent of the county median at \$54,672 (Table 12). The market area has a higher concentration of low income households, with 15.7 percent of households earning less than \$15,000. The county has higher percentages of households falling into all income cohorts \$50,000 and over. While the county overall is more affluent than the market area, it is less affluent than the Atlanta area for which HUD reports a 2012 Median Household Income of \$69,300 (for the Atlanta-Sandy Springs-Marietta, GA Metro FMR Area).

Table 12 2012 Household Income

		Hall County		Myrtle Terrace Market Area	
		Number	Percent	Number	Percent
less than	\$15,000	6,777	10.7%	3,437	15.7%
	\$15,000 - \$24,999	5,712	9.0%	2,598	11.9%
	\$25,000 - \$34,999	6,271	9.9%	2,448	11.2%
	\$35,000 - \$49,999	10,370	16.3%	3,913	17.9%
	\$50,000 - \$74,999	14,014	22.1%	4,359	19.9%
	\$75,000 - \$99,999	8,409	13.2%	2,177	10.0%
	\$100,000 - \$124,999	5,296	8.3%	1,245	5.7%
	\$125,000 - \$149,999	2,771	4.4%	692	3.2%
	\$150,000 - \$199,999	1,700	2.7%	418	1.9%
	\$200,000 over	2,178	3.4%	571	2.6%
Total		63,499	100.0%	21,858	100.0%
Median Income		\$54,672		\$44,377	

Source: The Nielsen Company; 2006-2010 American Community Survey; Estimates, Real Property Research Group, Inc.

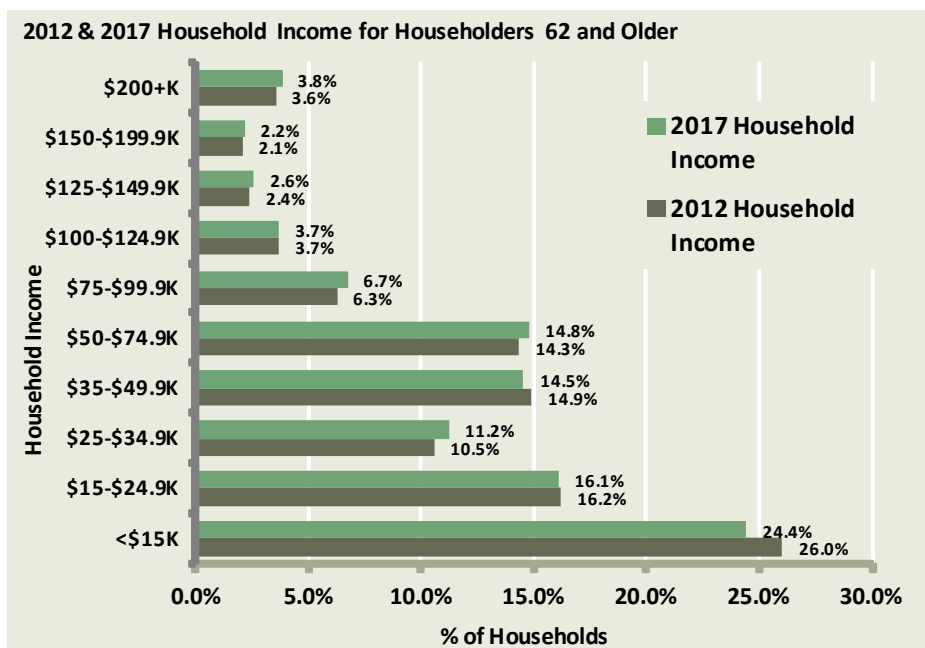


Household income for older adults (55+) trails total household income in the market area, as is typically the case. Senior households with householders 55 and older have a 2012 estimated median income of \$32,429, approximately 73 percent of the median income for all households (Table 13). In addition, approximately one-quarter of older adult households 55+ (26 percent) earn less than \$15,000 and 16.2 percent earn between \$15,000 and \$25,000. By 2017, the median income of seniors in the market is expected to increase to \$33,530.

Table 13 Household Income for Householders 55 and Older, 2012 and 2017

		2012 Household Income		2017 Household Income	
		Number	Percent	Number	Percent
less than	\$15,000	1,897	26.0%	2,094	24.4%
	\$15,000 \$24,999	1,180	16.2%	1,378	16.1%
	\$25,000 \$34,999	770	10.5%	961	11.2%
	\$35,000 \$49,999	1,086	14.9%	1,248	14.5%
	\$50,000 \$74,999	1,046	14.3%	1,267	14.8%
	\$75,000 \$99,999	459	6.3%	577	6.7%
	\$100,000 \$124,999	271	3.7%	318	3.7%
	\$125,000 \$149,999	177	2.4%	224	2.6%
	\$150,000 \$199,999	153	2.1%	187	2.2%
	\$200,000 over	260	3.6%	329	3.8%
Total		7,298	100.0%	8,583	100.0%
Median Income		\$32,429		\$33,530	

Source: The Nielsen Company; Estimates, Real Property Research Group, Inc.

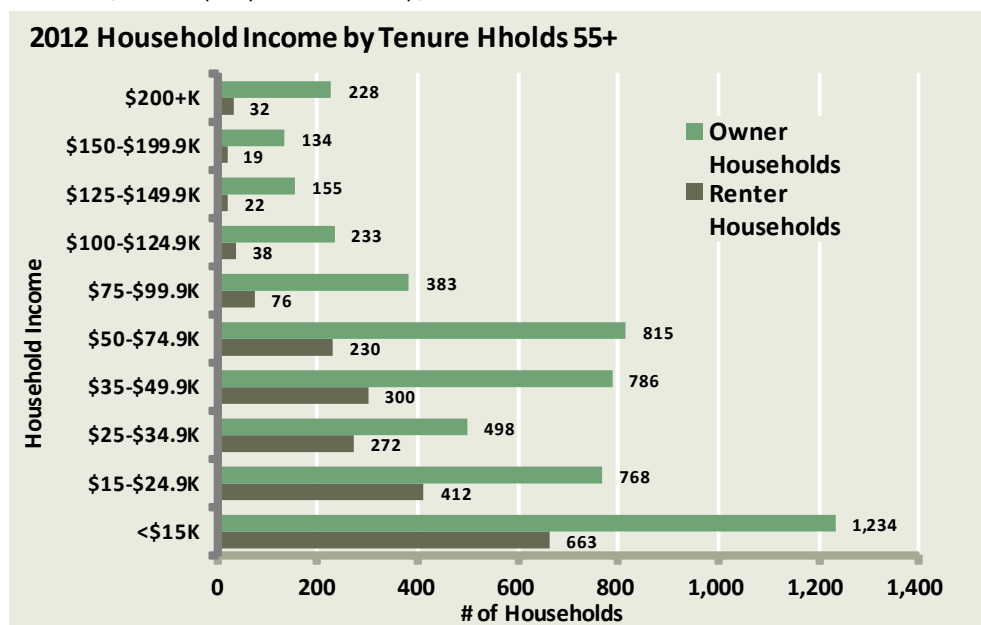


While senior renter households tend toward moderate income, there is significant representation in the market area of income levels between \$25,000 and \$75,000, income levels targeted by the subject community. Based on the U.S. Census Bureau's American Community Survey (ACS) data, breakdown of tenure and household estimates, the 2012 median income for senior renter householders age 55 and older in the market area is \$23,943 (Table 14). Nearly one-third of senior households earn less than \$15,000 and 20 percent earn between \$15,000 and \$25,000. However, 13.2 percent of senior market area households earn between \$25,000 and \$35,000, income levels targeted by the majority of units in the proposed subject. In contrast, senior owner households have a 2012 estimated median income of \$37,239.

Table 14 2012 Income by Tenure, Households 55 and Older

		Renter Households		Owner Households	
		Number	Percent	Number	Percent
less than	\$15,000	663	32.1%	1,234	23.6%
	\$15,000 \$24,999	412	20.0%	768	14.7%
	\$25,000 \$34,999	272	13.2%	498	9.5%
	\$35,000 \$49,999	300	14.5%	786	15.0%
	\$50,000 \$74,999	230	11.2%	815	15.6%
	\$75,000 \$99,999	76	3.7%	383	7.3%
	\$100,000 \$124,999	38	1.8%	233	4.5%
	\$125,000 \$149,999	22	1.1%	155	3.0%
	\$150,000 \$199,999	19	0.9%	134	2.6%
	\$200,000 over	32	1.6%	228	4.4%
Total		2,063	100.0%	5,235	100.0%
Median Income		\$23,943		\$37,239	

Source: The Nielsen Company; US Census Bureau, 2006-2010 American Community Survey; Estimates, Real Property Research Group, Inc.



6. ECONOMIC CONTENT

A. Introduction

This section of the report focuses primarily on economic trends and conditions in Hall County, the jurisdiction in which Myrtle Terraces at New Holland is located. For purposes of comparison, economic trends in the State of Georgia and the nation are also discussed.

B. Labor Force, Resident Employment, and Unemployment

1. Trends in County Labor Force and Resident Employment

Hall County's labor force grew at a steady pace during the first half to the 2000's up to 2008. Between 2000 and 2008, the county labor force grew by nearly 18,000 persons or approximately 25 percent. After peaking at 92,018 workers in 2008, the impact of the national recession led to a decline in 2009 (Table 15). Since 2009, however, the labor force has held relatively steady, ending 2011 with 89,960 workers.

2. Trends in County Unemployment Rate

Hall County has historically enjoyed low unemployment rates, only experiencing significant unemployment during the recent economic downturn. Throughout the 2000s it mostly remained under 4.5 percent but began to rise in 2008, exceeding 9.0 percent in 2009 and 2010 before a decline to 8.1 percent in 2011. Throughout the 1990s, Hall County's unemployment rate was well below that of the state of Georgia and that of the nation. While it has continued to track lower, the rates were close during the height of the economic downturn.

The data and graph in the lower section of Table 15 track monthly unemployment rates between January 2011 and April 2012 for Hall County, the State of Georgia, and the United States; these rates are not seasonally adjusted. Over this period, the county unemployment rate ranged from a high of 9.0 percent in January 2011 to a low of 6.9 percent in April 2012.

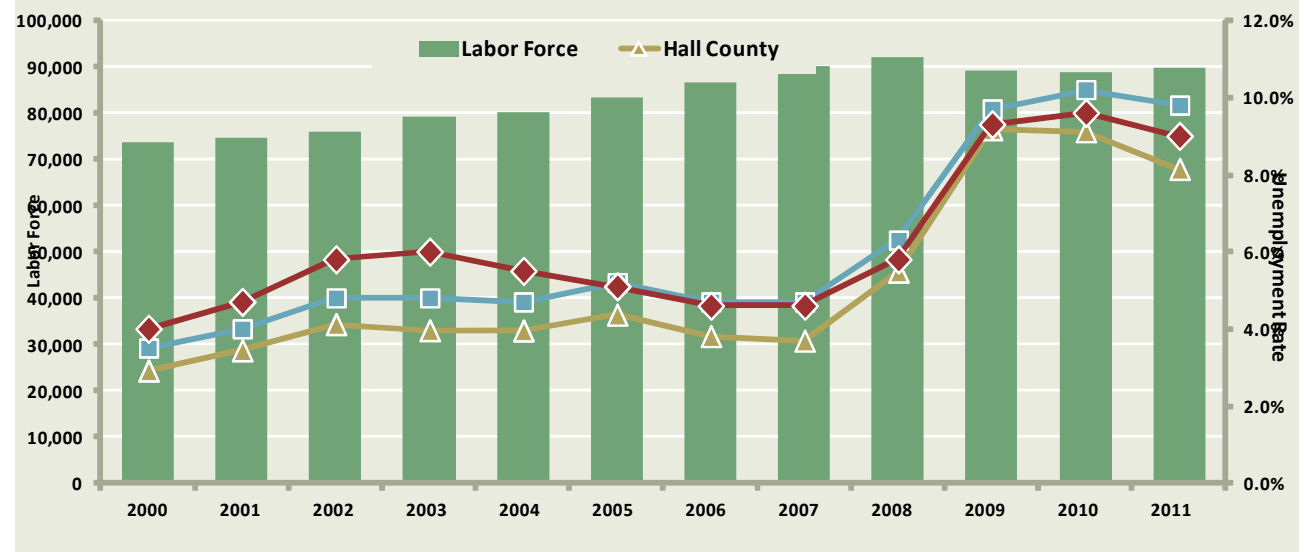
C. Commutation Patterns

According to 2006-2010 American Community Survey (ACS) data, approximately two-thirds of the workers living in the market area spent 30 or minutes or less commuting to work, likely working in and around the market area. Another 13 percent of workers residing in Myrtle Terraces at New Holland market spent between 30 and 34 minutes commuting to work, most likely representing workers traveling to employment nodes on the north side of Greater Atlanta, and only 18 percent of primary market area workers commuted more than 35 minutes (Table 16 **Error! Reference source not found.**). A little over three-quarters of workers residing in the market area worked in Hall County, compared to 21 percent working in another county.

Table 15 Annual Labor Force and Unemployment Rates**Annual Unemployment Rates - Not Seasonally Adjusted**

Annual Unemployment	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Labor Force	73,894	74,810	75,983	79,138	80,239	83,358	86,664	90,164	92,018	89,289	89,018	89,960
Employment	71,738	72,235	72,851	76,002	77,064	79,718	83,362	86,832	86,975	81,097	80,899	82,630
Unemployment	2,156	2,575	3,132	3,136	3,175	3,640	3,302	3,332	5,043	8,192	8,119	7,330
Unemployment Rate												
Hall County	2.9%	3.4%	4.1%	4.0%	4.0%	4.4%	3.8%	3.7%	5.5%	9.2%	9.1%	8.1%
Georgia	3.5%	4.0%	4.8%	4.8%	4.7%	5.2%	4.7%	4.7%	6.3%	9.7%	10.2%	9.8%
United States	4.0%	4.7%	5.8%	6.0%	5.5%	5.1%	4.6%	4.6%	5.8%	9.3%	9.6%	9.0%

Source: U.S. Department of Labor, Bureau of Labor Statistics

**Monthly Unemployment Rates - Not Seasonally Adjusted**

Unemployment Rate	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Apr-12
Labor Force	88,408	88,880	88,807	88,657	89,467	89,678	90,765	90,625	91,089	90,817	91,047	91,280	91,303	92,410	93,765	92,580
Employment	80,442	81,026	81,298	81,739	82,497	81,964	83,201	83,259	83,731	83,658	84,349	84,392	84,362	85,457	86,998	86,172
Unemployment	7,966	7,854	7,509	6,918	6,970	7,714	7,564	7,366	7,358	7,159	6,698	6,888	6,941	6,953	6,767	6,408
Unemployment Rate																
Hall County	9.0%	8.8%	8.5%	7.8%	7.8%	8.6%	8.3%	8.1%	8.1%	7.9%	7.4%	7.5%	7.6%	7.5%	7.2%	6.9%
Georgia	10.4%	10.1%	9.7%	9.4%	9.6%	10.3%	10.3%	10.1%	9.9%	9.6%	9.1%	9.2%	9.4%	9.2%	8.8%	8.7%
United States	9.8%	9.5%	9.2%	8.7%	8.7%	9.3%	9.3%	9.1%	8.8%	8.5%	8.2%	8.3%	8.8%	8.7%	8.4%	7.7%

Source: U.S. Department of Labor, Bureau of Labor Statistics

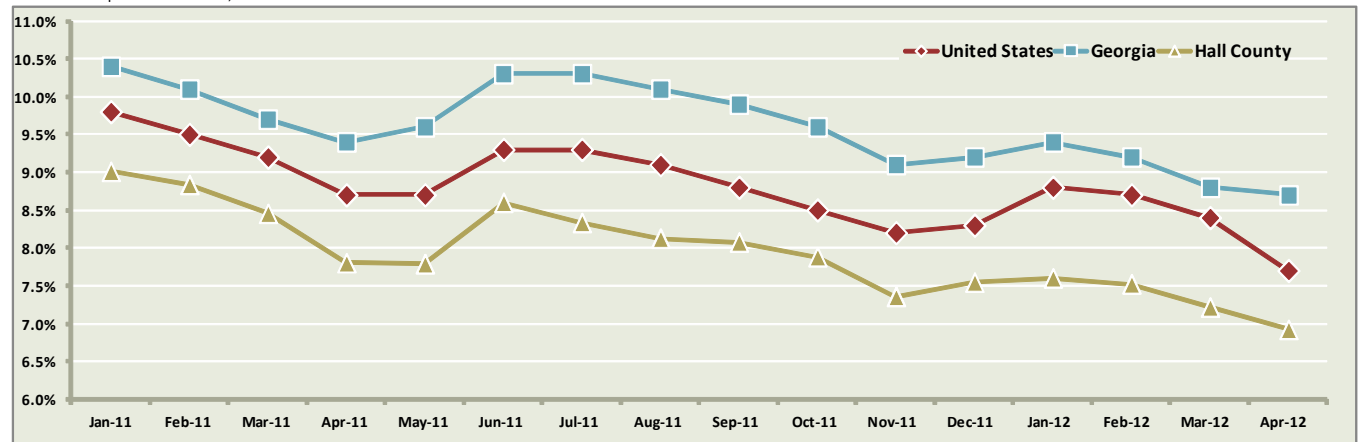


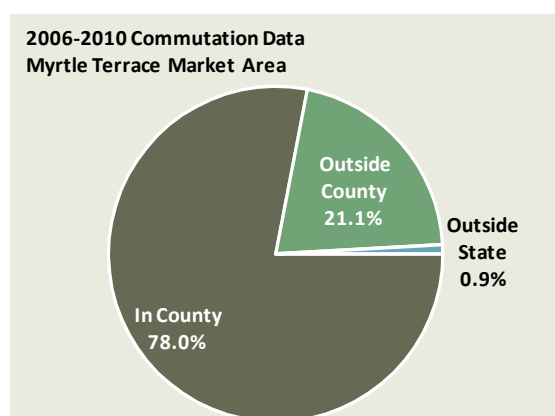
Table 16 Commutation Data

Travel Time to Work		
Workers 16 years and over	Number	Percent
Did not work at home:	27,730	98.0%
Less than 5 minutes	780	2.8%
5 to 9 minutes	2,740	9.7%
10 to 14 minutes	4,372	15.4%
15 to 19 minutes	5,057	17.9%
20 to 24 minutes	4,067	14.4%
25 to 29 minutes	1,778	6.3%
30 to 34 minutes	3,717	13.1%
35 to 39 minutes	767	2.7%
40 to 44 minutes	524	1.9%
45 to 59 minutes	1,554	5.5%
60 to 89 minutes	1,731	6.1%
90 or more minutes	643	2.3%
Worked at home	580	2.0%
Total	28,310	

Source: American Community Survey, 2006-2010.

Place of Work		
Workers 16 years and over	Number	Percent
Worked in state of residence:	28,059	99.1%
Worked in county of residence	22,094	78.0%
Worked outside county of residence	5,965	21.1%
Worked outside state of residence	251	0.9%
Total	28,310	100.0%

Source: American Community Survey, 2006-2010.



D. At-Place Employment

1. Trends in Total At-Place Employment

Hall County's at-place employment grew by 72 percent with the addition of over 31,000 jobs between 1990 and 2008 (Figure 4). While the county sustained a sharp job loss between 2008 and 2009 in conjunction with the economic downturn, at-place employment has held relatively steady from 2009 through the third quarter of 2011 when 70,212 jobs were reported.

2. At-Place Employment by Industry Sector

Manufacturing, trade-transportation-utilities and education-health drive the Hall County economy, accounting for approximately 56 percent of jobs through the third quarter of 2011 (Figure 5). Manufacturing, the leading sector, is a disproportionate presence in the county, representing 21.7 percent of total employment but only 9.0 percent of jobs nationally. Trade-transit-utilities and education-health are represented in similar proportions in the county and in the nation. Government employment is also significant in the county, but at 14 percent of employment lags the national presence (16.9 percent).

Between 2001 and the third quarter of 2011, seven of eleven industry sectors experienced annual growth in Hall County. While the dominant sector of manufacturing contracted during this time, health-education, trade-transportation-utilities and government all expanded and each of these sectors accounts for a sizable proportion of total employment. The greatest expansion during this



period was in the professional-business sector; which represents 9.2 percent of all jobs, grew by 4.6 percent.

To analyze the recent job losses more closely, Figure 6 details the change in at-place employment by sector between 2007 and the third quarter of 2011. During this approximate four year period, only three of eleven employment sectors reported a net gain in jobs. While manufacturing was dealt a large loss of 11.5 percent, trade-transportation-utilities grew by 1.8 percent and education-health grew by 14.6 percent, growth not experienced by these sectors nationally.

3. Major Employers

Several major employers are located within ten miles of the subject site, many of which are concentrated in and round downtown Gainesville (Map 4). As would be expected given the employment by sector distribution, eight of the 20 largest employers in Hall County are manufacturers including five of the top ten (Table 17). The majority of these businesses, such as Fieldale Farms, Pilgrim's Pride, and Mar-Jac, are large poultry processors and are the impetus behind Gainesville's locally known moniker of "the chicken capital of the world". Several of the county's top employers also include education-health and government institutions. The largest of these is Northeast Georgia Medical Center which is the primary healthcare facility in the region and the top employer within the county. Given its location near downtown, the subject property is also located in close proximity to smaller employment opportunities consisting of retail outlets and a variety of specialty service providers.

According to the Georgia Department of Labor's Business Closing and Layoffs listing, there were no recent employer contractions in Hall County from 2010 through the first quarter of 2012.

Recent expansions in Hall County include the addition of over 500 new positions by seven employers (Table 18). The Greater Hall Chamber of Commerce noted that the following employers added a significant number of jobs over the past year: Bitzer (50 new jobs), IMS Gear (100), KIK (101), Lupold (50), ProCare Rx (120), Shintone (90) and Sparta Polymers (50). The largest project expected to bring in new jobs to the county is a new 130-bed hospital in Braselton currently under construction by Northeast Georgia, but the number of jobs has not been announced. Other projects in the works will create mostly temporary construction jobs. The largest planned project is the Glades Reservoir, expected to cost approximately \$138 million and be built over a three to five year period.

Figure 4 At-Place Employment

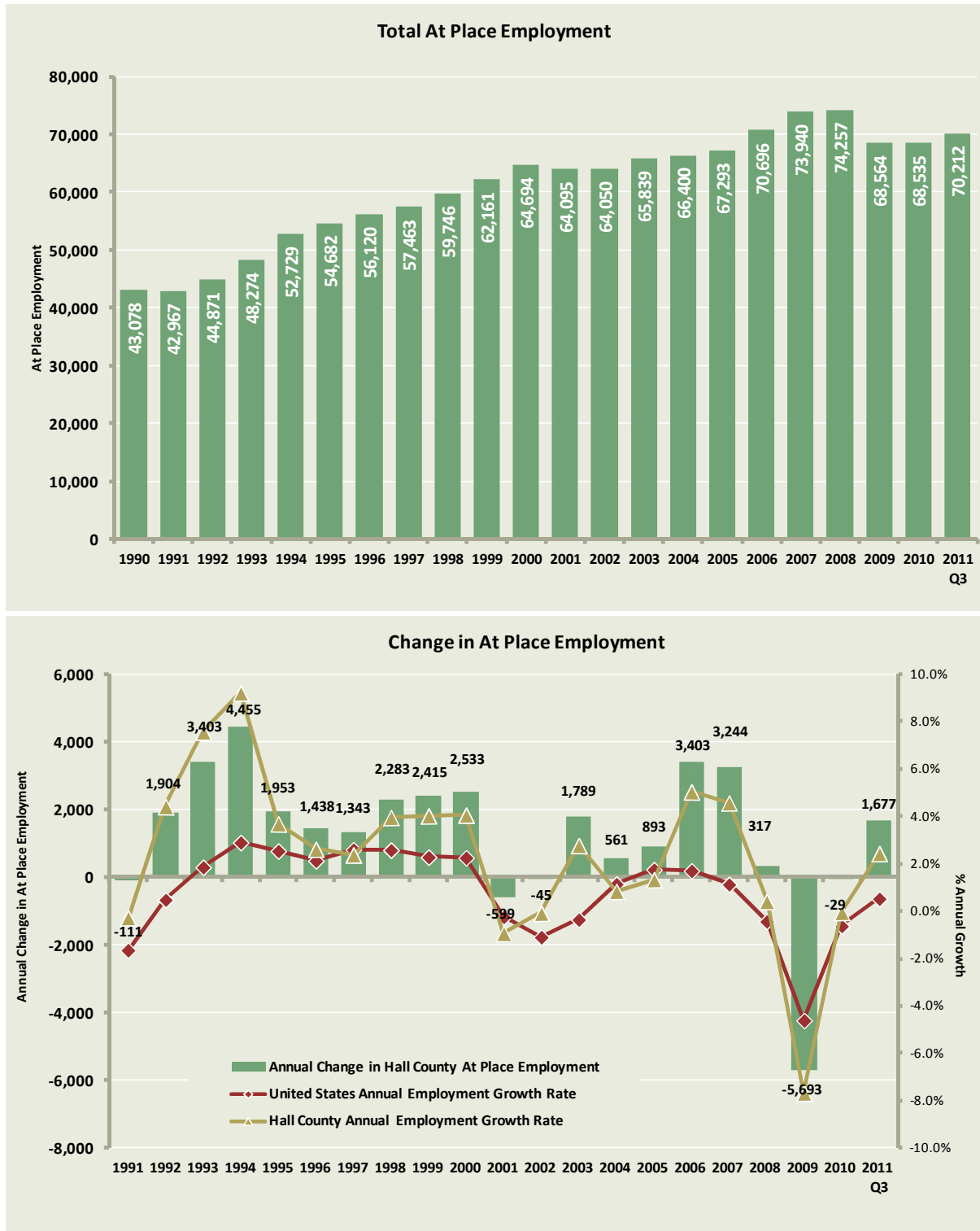


Figure 5 Total Employment and Employment Change by Sector 2001 to 2011 (Q3)

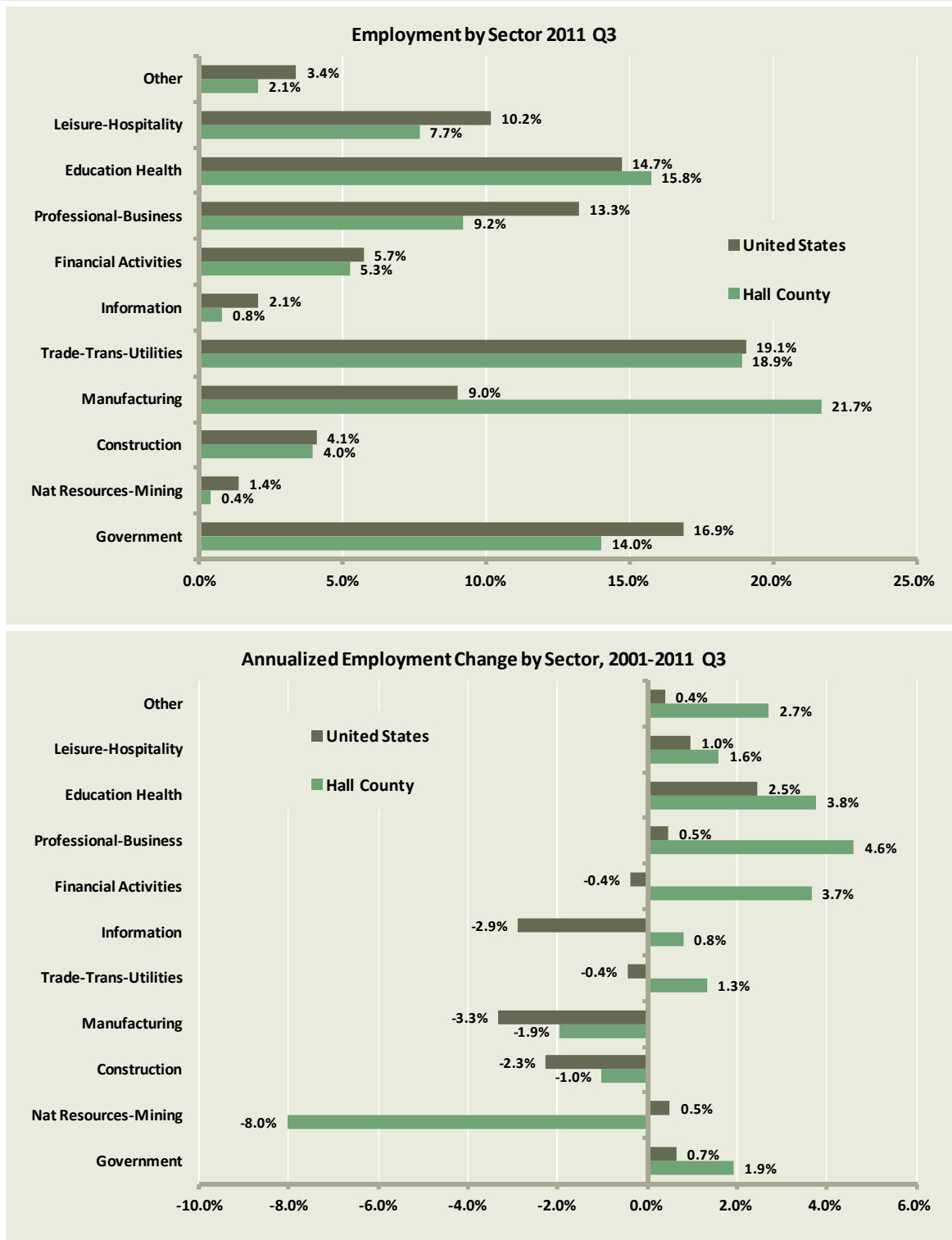
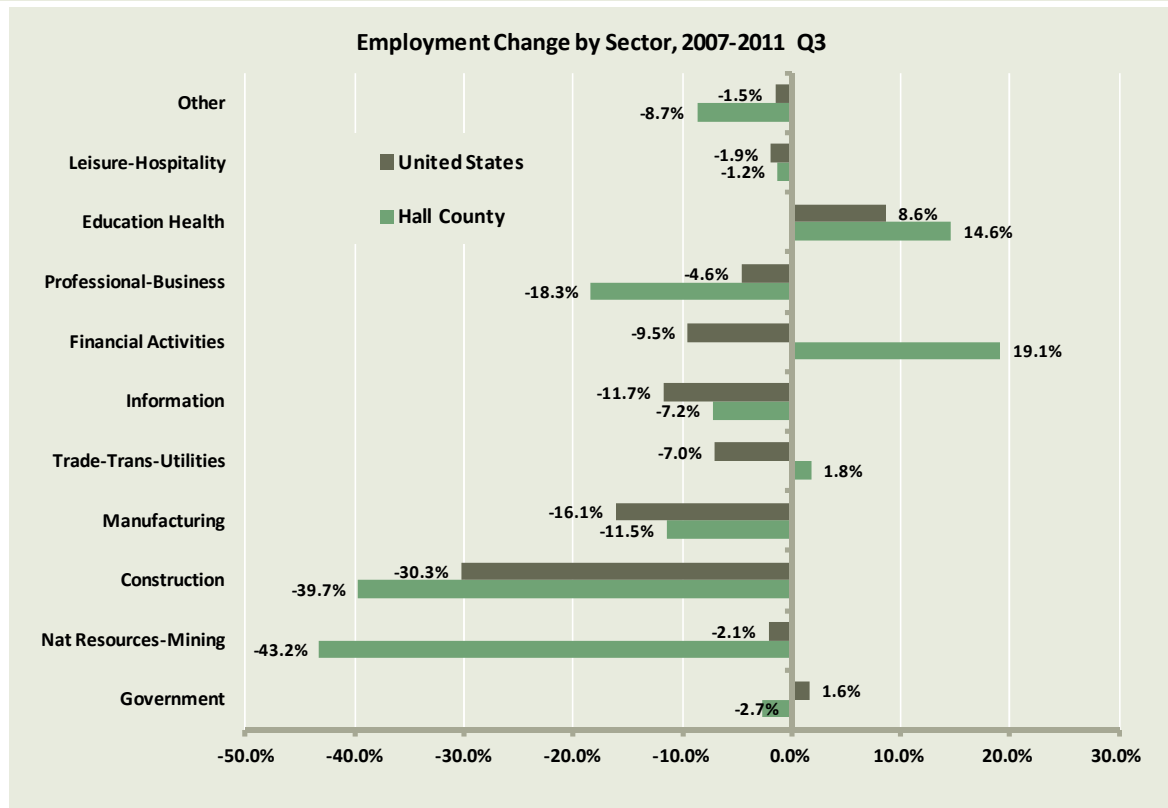


Figure 6 Total Employment and Employment Change by Sector 2007 to 2011 (Q3)**Table 17 Major Employers, Hall County**

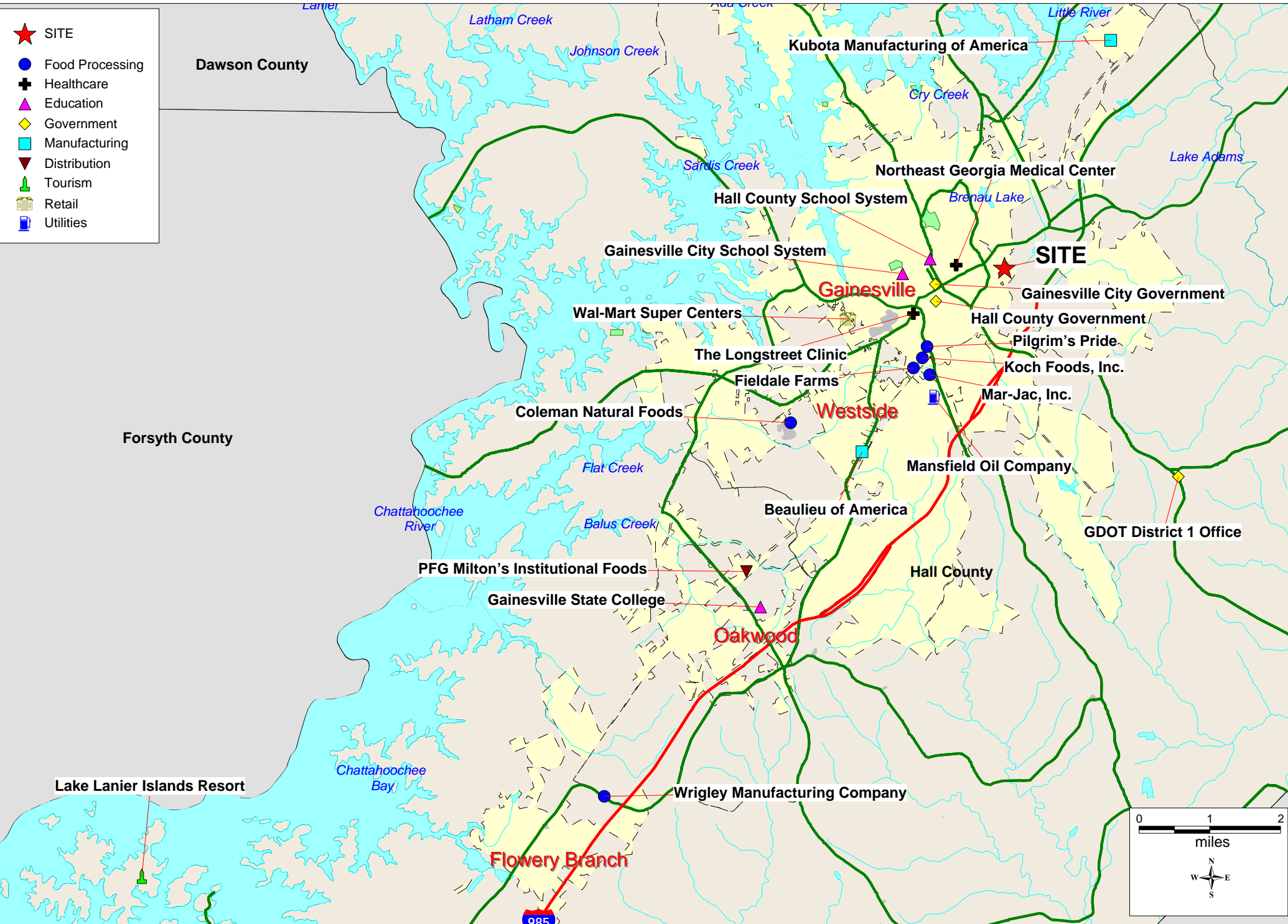
Rank	Name	Industry	Employment
1	Northeast Georgia Medical Center	Education-Health	3,330
2	Fieldale Farms	Manufacturing	2,410
3	Hall County School System	Education-Health	1,610
4	Pilgrim's Pride	Manufacturing	1,600
5	Hall County Government	Government	1,390
6	Mar-Jac, Inc.	Manufacturing	1,100
7	Coleman Natural Foods	Manufacturing	850
8	Wrigley Manufacturing Company	Manufacturing	850
9	Gainesville City School System	Education-Health	810
10	Gainesville City Government	Government	730
11	Kubota Manufacturing of America	Manufacturing	610
12	Gainesville State College	Government	530
13	Koch Foods, Inc.	Manufacturing	520
14	GDOT District 1 Office	Government	460
15	The Longstreet Clinic	Education-Health	440
16	PFG Milton's Institutional Foods	Trade-Transportation-Utilities	420
17	Lake Lanier Islands Resort	Leisure-Hospitality	400
18	Wal-Mart Super Centers (2)	Trade-Transportation-Utilities	400
19	Mansfield Oil Company	Trade-Transportation-Utilities	365
20	Beaulieu of America	Manufacturing	360

Source: Greater Hall Chamber of Commerce

Table 18 Business Additions/Opening 2011 to 2012 (Q1)

Company Name	City	County	Additional Jobs
Bitzer	Oakwood	Hall	50
IMS Gear	Gainesville	Hall	100
KIK	Gainesville	Hall	110
Lupold	Gainesville	Hall	50
ProCare Rx	Gainesville	Hall	120
Shintone	Flowery Branch	Hall	90
Sparta Polymers	Oakwood	Hall	50

Source: Greater Hall Chamber of Commerce



Map 4
Major Employers
Hall County, GA

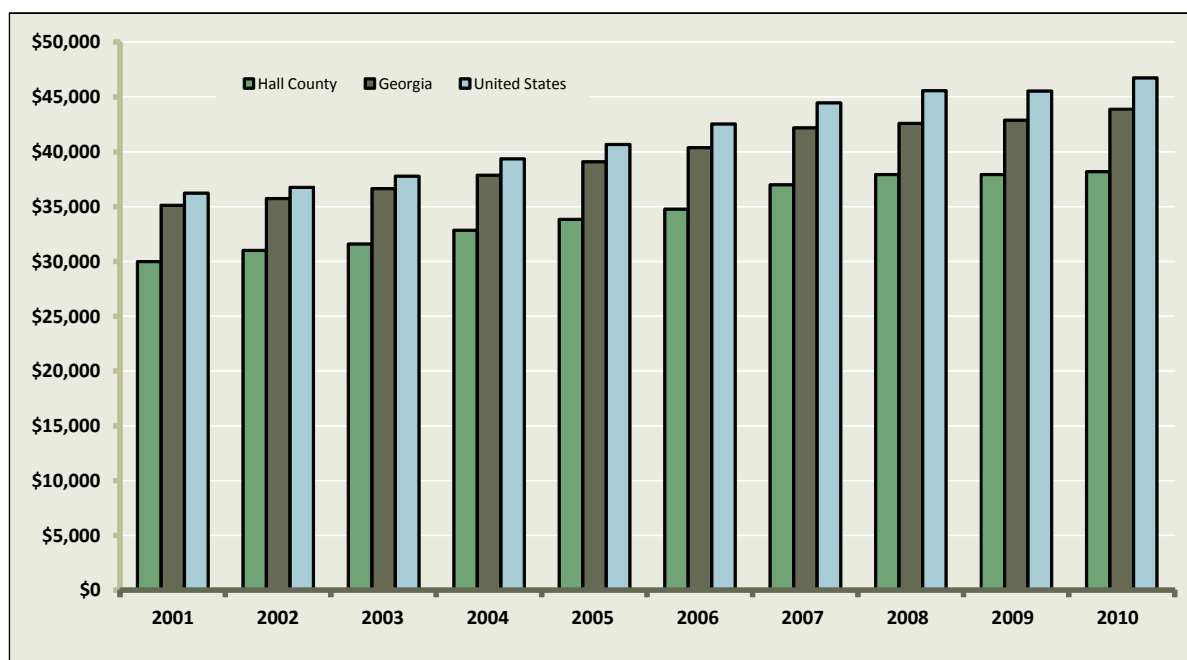
4. Wages

The average annual wage in 2010 for the Hall County was \$38,186 or approximately 87 percent of the Georgia average of \$43,899 (Table 19). The state's average lags the national average by nearly \$3,000. Hall County's average annual wage in 2010 represents an increase of \$8,217 or 27 percent since 2001.

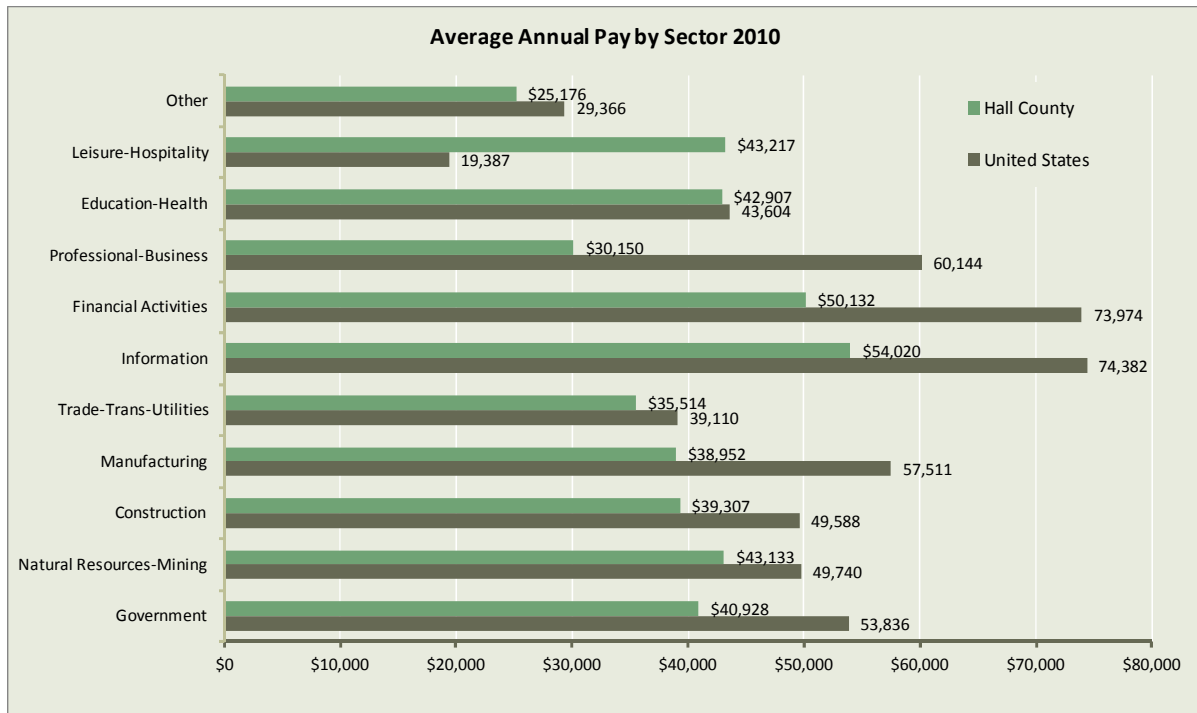
The average wage in Hall County is lower than the national average for the key economic sector in the county. The highest paying sector in Hall County that plays a large role is the education-health sector with wages at \$42,907 only a little below national average annual pay.

Table 19 Average Annual Pay and Annualized Wage Data—Total and by Sector, Hall County

	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Hall County	\$29,969	\$31,000	\$31,589	\$32,849	\$33,828	\$34,765	\$36,994	\$37,929	\$37,924	\$38,186
Georgia	\$35,136	\$35,734	\$36,626	\$37,866	\$39,096	\$40,370	\$42,178	\$42,585	\$42,902	\$43,899
United States	\$36,219	\$36,764	\$37,765	\$39,354	\$40,677	\$42,535	\$44,458	\$45,563	\$45,559	\$46,742



Source: Bureau of Labor Statistics, Covered Employment and Wages (NAICS)



5. Conclusion

The combination of job contractions and low wages in key employment sectors in Fayette County support a strong need for affordable housing in spite of unemployment rates below those of the state and the nation. The need for senior housing will also be driven by the demographics of the existing population, a demographic profile which indicates strong growth in the senior population. Given the target market and product to be constructed, we believe local economics will facilitate the leasing of new senior units.

7. AFFORDABILITY /DEMAND ANALYSIS

1. Methodology

The Affordability analysis tests the percent of income-qualified senior households in the market area that the subject community would need to capture in order to achieve full occupancy.

The first component of the Affordability Analyses involves looking at total income and renter income among Myrtle Terraces Market Area senior householders for the target year. Given the construction schedule, the project will be completed in 2014.

RPRG calculated a 2014 income distribution for total senior households and senior renter households based on the relationship between owner and renter household incomes by income cohort from the 2010 Census, as well as projected income growth since the Census. For the purposes of this analysis, the minimum age for household qualification is set at 55 (Table 20).

A particular housing unit is typically said to be affordable to households that would be expending a certain percentage of their annual income or less on the expenses related to living in that unit. In the case of rental units, these expenses are generally of two types – monthly contract rents paid to landlords and payment of utility bills for which the tenant is responsible. The sum of the contract rent and utility bills is referred to as a household's 'gross rent burden'. For this analysis, RPRG employs a 40 percent gross rent burden. This rent burden percentage is a widely accepted standard for underwriting a senior-oriented rental community in other regions of the country and is specified by DCA.

Table 20 2014 Senior 55+ Income Distribution by Tenure

		Total Households		Renter Households	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
less than	\$15,000	1,976	25.3%	709	31.7%
	\$15,000 \$24,999	1,257	16.1%	451	20.2%
	\$25,000 \$34,999	842	10.8%	305	13.6%
	\$35,000 \$49,999	1,150	14.7%	326	14.6%
	\$50,000 \$74,999	1,130	14.5%	256	11.4%
	\$75,000 \$99,999	504	6.5%	85	3.8%
	\$100,000 \$124,999	289	3.7%	41	1.8%
	\$125,000 \$149,999	195	2.5%	25	1.1%
	\$150,000 \$199,999	166	2.1%	21	0.9%
	\$200,000 over	286	3.7%	19	0.9%
Total		7,795	100.0%	2,239	100.0%
Median Income		\$32,888		\$24,096	

Fourteen units at the subject will be restricted to households earning up to 50 percent AMGI; 62 units will be restricted to households earning up to 60 percent AMGI; and eight units will be offered with no income restrictions. Therefore, we apply the maximum income limits based on 2012 income limits for the Gainesville, GA MSA for 50 percent and 60 percent units as computed by HUD for use in the Low-Income Housing Tax Credit program (Table 21). To be conservative in estimating the audience for these market rate units, we have artificially applied an 80 percent AMI income limit, a typical practice for a mixed income market study. Maximum income limits for two bedroom units are based on 2 persons per households based on DCA requirements.

Table 21 Project Specific LIHTC Rent Limits, Gainesville MSA

Unit Type	Units	# Bed	Net Rent	Utility Allow	Gross Rent	Maximum Allowable Rent	Max Income	Min Income
LIHTC--50% AMI	6	1	\$575	\$0	\$575	\$581	\$23,250	\$17,250
LIHTC--60% AMI	27	1	\$690	\$0	\$690	\$698	\$27,900	\$20,700
Mkt Rate--80% AMI	3	1	\$759	\$0	\$759	* \$930	\$37,200	\$22,770
LIHTC--50% AMI	8	2	\$655/\$695	\$0	\$655/\$695	\$698	\$24,800	\$20,400
LIHTC--60% AMI	35	2	\$790/\$835	\$0	\$790/\$835	\$837	\$29,760	\$24,664
Mkt Rate--80% AMI	5	2	\$869/\$919	\$0	\$869/\$919	*\$1,016	\$39,680	\$26,670
All utilities included in rent.								
* Note that maximum rent and maximum income for market rate units are only used in calculations to conservatively estimate demand and affordability. There are no LIHTC rent and income limits on market rate units in practice.								

2. Affordability Analysis

The steps in the affordability analysis (Table 22) are as follows:

- The overall shelter cost for a 50 percent AMI one bedroom unit at the proposed rent would be \$575 (\$575 net rent plus \$0 utility allowance as all utilities are included in the rent).
- By applying a 40 percent rent burden to this gross rent, we determined that the minimum income necessary to afford a one bedroom unit is \$17,250. The projected number of market area senior households (55+) earning at least this amount in 2014 is 5,536.
- The income limit for a one bedroom unit at 50 percent AMI is \$23,250 based on the two maximum allowable persons per unit. According to the interpolated income distribution for 2014, the market area will have 4,782 senior households (55+) with incomes above this maximum income in 2014.
- Subtracting the 4,782 senior households (55+) with incomes above the maximum income limit from the 5,536 senior households (55+) that could afford to rent this unit, RPRG computes that an estimated 754 households in the market area are within the target income segment for the one bedroom units at 50 percent AMI.
- The capture rate for the six one-bedroom units at 50 percent AMI is 0.8 percent for all senior households (55+).
- Using the same methodology applied to the renter income distribution, we determined that 271 senior renter households (55+) with incomes between the minimum income required



and maximum income allowed will reside in the market in 2014. The community will need to capture 2.2 percent of these senior renter households to lease up the six units in this floor plan.

- Capture rates are also calculated for other floor plans, each AMI level, and for the project overall. The renter capture rates by income level are 4.1 percent for 50 percent units and 18.3 percent for the 60 percent units.
- To lease the eight market rate units, utilizing the same methodology and artificially capping income at 80 percent AMI, we calculate that it would be necessary to capture 1.6 percent of all income qualified renter households.
- Overall for the 76 LIHTC units, capture rates are 5.5 percent for all income qualified senior households and 15.4 percent for renter income qualified senior households. For all 84 units, including the market units capped at 80 percent AMI for this calculation, the subject must capture 3.9 percent of all income qualified senior households or 11.1 percent of income qualified senior renter households.

RPRG believes that there are sufficient income-qualified senior renter households in the market area for the subject to reach and maintain a stabilized occupancy rate upon entrance into the rental market. The capture rates are reasonable, suggesting there is adequate income-qualified demand to support the subject property.

Table 22 Affordability Analysis for Myrtle Terraces at New Holland

	One Bedroom Units		Two Bedroom Units			
50% Units	Minimum	Maximum	Minimum	Maximum		
	Number of Units	6	Number of Units	8		
	Net Rent	\$575	Net Rent	\$680		
	Gross Rent	\$575	Gross Rent	\$680		
	% Income Spent for Shelter	40%	% Income Spent for Shelter	40%		
	Income Range	\$17,250	\$23,250	Income Range	\$20,400	\$24,800
	Range of Qualified Hslds	5,536	4,782	Range of Qualified Hslds	5,140	4,587
	# Qualified Households	754	# Qualified Households	553		
Unit Total HH Capture Rate		0.8%	Unit Total HH Capture Rate		1.4%	
60% Units	Range of Qualified Renters	1,428	1,158	Range of Qualified Renters	1,286	1,088
	# Qualified Renter Households	271	# Qualified Renter Households	199		
	Unit Renter HH Capture Rate		2.2%	Unit Renter HH Capture Rate		4.0%
	Minimum	Maximum	Minimum	Maximum		
	Number of Units	27	Number of Units	35		
	Net Rent	\$690	Net Rent	\$822		
	Gross Rent	\$690	Gross Rent	\$822		
	% Income Spent for Shelter	40%	% Income Spent for Shelter	40%		
Income Range	\$20,700	\$27,900	Income Range	\$24,664	\$29,760	
Range of Qualified Hslds	5,103	4,318	Range of Qualified Hslds	4,604	4,161	
# Qualified Households	785	# Qualified Households	443			
Unit Total HH Capture Rate		3.4%	Unit Total HH Capture Rate		7.9%	
80% Units	Range of Qualified Renters	1,273	990	Range of Qualified Renters	1,094	933
	# Qualified Renter Households	283	# Qualified Renter Households	161		
	Unit Renter HH Capture Rate		9.6%	Unit Renter HH Capture Rate		21.8%
	Minimum	Maximum	Minimum	Maximum		
	Number of Units	3	Number of Units	5		
	Net Rent	\$759	Net Rent	\$889		
	Gross Rent	\$759	Gross Rent	\$889		
	% Income for Shelter	40%	% Income for Shelter	40%		
Income Range	\$22,770	\$37,200	Income Range	\$26,670	\$39,680	
Range of Qualified Hslds	4,842	3,551	Range of Qualified Hslds	4,421	3,361	
# Qualified Households	1,291	# Qualified Households	1,060			
Unit Total HH Capture Rate		0.2%	Unit Total HH Capture Rate		0.5%	
80% Units	Range of Qualified Renters	1,179	725	Range of Qualified Renters	1,028	672
	# Qualified Renter Households	454	# Qualified Renter Households	356		
	Unit Renter HH Capture Rate		0.7%	Unit Renter HH Capture Rate		1.4%

	# of Units	All Households =7,795			
			Band of Qualified HHlds		Capture Rate
50% Units	14	Income HHs	\$17,250 5,536	\$24,800 4,587	949 1.5%
60% Units	62	Income HHs	\$20,700 5,103	\$29,760 4,161	942 6.6%
LIHTC Units	76	Income HHs	\$17,250 5,536	\$29,760 4,161	1,375 5.5%
80% Units	8	Income HHs	\$22,770 4,842	\$39,680 3,361	1,481 0.5%
Total Units	84	Income HHs	\$17,250 5,536	\$39,680 3,361	2,175 3.9%

Renter Households =2,239				
		Band of Qualified HHlds		Capture Rate
Income Renter HHs		\$17,250 1,428	\$24,800 1,088	341 4.1%
Income Renter HHs		\$20,700 1,273	\$29,760 933	339 18.3%
Income Renter HHs		\$17,250 1,428	\$29,760 933	495 15.4%
Income Renter HHs		\$22,770 1,179	\$39,680 672	508 1.6%
Income Renter HHs		\$17,250 1,428	\$39,680 672	757 11.1%

Source: Estimates, Real Property Research Group, Inc.

B. Derivation of DCA Demand

1. Senior Demand Methodology

The Georgia Department of Community Affairs' demand methodology for elderly LIHTC communities is based on householders age 55 and older and consists of four components:

- The first component of demand is household growth. This number is the number of age and income qualified renter households anticipated to move into the market area between 2010 and 2014.
- The second component is income qualified renter households living in substandard households. "Substandard" is defined as having more than 1.01 persons per room and/or lacking complete plumbing facilities. According to 2006-2010 American Community Survey (ACS) data, the percentage of renter occupied households in the primary market area that are "substandard" is 13.4 percent (Table 23).
- The third component of demand is cost burdened renters, which is defined as those renter households age 55+ paying more than 40 percent of household income for housing costs. According to Census data, 32.7 percent of primary market area renter households age 55+ are categorized as cost burdened.
- The final component of demand is from homeowners converting to rental housing. There is a lack of detailed local or regional information regarding the movership of elderly homeowners to rental housing. According to the American Housing Survey conducted for the U.S. Census Bureau in 2004, 2.1 percent of elderly households move each year in the Atlanta MSA. Of those moving within the past twelve months, 61.9 percent moved from owned to rental housing. This results in 1.3 percent of total senior households converting from ownership to renters. Given the lack of local information, this source is considered to be the most current and accurate.

Table 23 Substandard, Cost Burdened, and Senior Homeowner Conversion

Rent Cost Burden			Substandardness	
Total Households			Total Households	
Less than 10.0 percent	318	3.2%	Owner occupied:	
10.0 to 14.9 percent	890	9.0%	Complete plumbing facilities:	11,022
15.0 to 19.9 percent	1,050	10.6%	1.00 or less occupants per room	10,404
20.0 to 24.9 percent	1,243	12.6%	1.01 or more occupants per room	618
25.0 to 29.9 percent	903	9.1%	Lacking complete plumbing facilities:	68
30.0 to 34.9 percent	865	8.8%	Overcrowded or lacking plumbing	686
35.0 to 39.9 percent	893	9.0%	Renter occupied:	
40.0 to 49.9 percent	946	9.6%	Complete plumbing facilities:	9,805
50.0 percent or more	2,100	21.2%	1.00 or less occupants per room	8,559
Not computed	677	6.8%	1.01 or more occupants per room	1,246
Total	9,885	100.0%	Lacking complete plumbing facilities:	80
			Overcrowded or lacking plumbing	1,326
> 35% income on rent	3,939	42.8%	Substandard Housing	2,012
			% Total Stock Substandard	9.6%
			% Rental Stock Substandard	13.4%

Households 55+		
Less than 20.0 percent	384	27.1%
20.0 to 24.9 percent	99	7.0%
25.0 to 29.9 percent	156	11.0%
30.0 to 34.9 percent	80	5.6%
35.0 percent or more	528	37.2%
Not computed	172	12.1%
Total	1,419	100.0%
> 35% income on rent	528	42.3%
> 40% income on rent		32.7%

Households 65+		
Less than 20.0 percent	171	15.9%
20.0 to 24.9 percent	105	9.7%
25.0 to 29.9 percent	83	7.7%
30.0 to 34.9 percent	45	4.2%
35.0 percent or more	525	48.7%
Not computed	148	13.7%
Total	1,077	100.0%
> 35% income on rent	525	56.5%
> 40% income on rent		43.7%

Source: 2000 U.S. Census, American Community Survey 2006-2010

Homeownership to Rental Housing Conversion		
Atlanta MSA		
Senior Households 65 and over	<i>Number</i>	<i>Percent</i>
Total Households	195,800	
Total Owner Households	162,800	83.1%
Total Renter Households	33,000	16.9%
Tenure of Previous Residence - Renter Occupied Units	<i>Number</i>	<i>Percent</i>
Total Moved from Home, Apartment, Manufactured/Mobile Home	4,200	
Owner Occupied	2,600	61.9%
Renter Occupied	1,500	35.7%
% of Senior Households Moving Within the Past Year		2.1%
% of Senior Movers Converting from Homeowners to Renters		61.9%
% of Senior Households Converting from Homeowners to Renters		1.3%

Source: American Housing Survey, 2004

2. Senior DCA Demand Analysis

The steps in the derivation of DCA demand for senior rental housing are detailed in Table 24.

- Demand from the primary market area is increased by 15 percent to account for secondary market area demand. This estimate is based on the attractive design of the subject property and the propensity of seniors to move from beyond market area boundaries for affordable rental housing opportunities. Given the proposed product type, this estimate of secondary demand is likely conservative for Myrtle Terraces at New Holland.
- DCA considers units that have been constructed or renovated since 2010 to have an impact on the future demand for new development. For this reason, the directly comparable units constructed within the past two year and those planned within the primary market area are subtracted from the estimate of demand. There are no projects that fit this description.
- Myrtle Terraces at New Holland's capture rate for all 76 LIHTC units is 24.0 percent. Capture rates by income level are 6.4 percent for 50 percent units and 28.6 percent for 60 percent units.
- Capture rates by floor plan were also calculated for the units (Table 25). Capture rates for one bedroom units, including LIHTC and market rate units, range from 1.2 percent to 28.4 percent. Capture rates for two-bedroom units range from 7.1 percent to 28.8 percent.

3. Conclusions on Demand

All of the capture rates are below DCA's mandated threshold of 30 percent. Although the one-bedroom and two-bedroom units targeting households at 60 percent have a capture rate just below the 30 percent threshold, as the only senior community in the market area, the demand for Myrtle Terrace is likely to be very high. As such, sufficient demand exists to support the 84 proposed units at the subject property.

Table 24 DCA Demand Estimates by Income Level

	Income Target Minimum Income Limit Maximum Income Limit	50% Units	60% Units	80% Units	LIHTC Total	Project Total
		\$17,250 \$24,800	\$20,700 \$29,760	\$22,770 \$39,680	\$17,250 \$29,760	\$17,250 \$39,680
(A) Renter Income Qualification Percentage		15.2%	15.2%	22.7%	22.1%	33.8%
Demand from New Renter Households - <i>Calculation (C-B) * F * A</i>		42	42	62	61	93
PLUS						
Demand from Existing Renter HHs (Substandard) - <i>Calculation B * D * F * A</i>		39	39	59	57	88
PLUS						
Demand from Existing Renter HHs (Overburdened) - <i>Calculation B * E * F * A</i>		96	96	143	140	214
PLUS						
Secondary Market Demand Adjustment (15%)*		27	27	40	39	59
SUBTOTAL		204	203	304	297	453
PLUS						
Demand Elderly Homeowner Conversion*		13	13	20	20	30
TOTAL DEMAND		218	217	324	316	483
LESS						
Comparable Units Built or Planned Since 2010		0	0	0	0	0
Net Demand		218	217	324	316	483
Proposed Units		14	62	8	76	84
Capture Rate		6.4%	28.6%	2.5%	24.0%	17.4%

* Limited to 15% of Total Demand

Demand Calculation Inputs	
A). % of Renter HHlds with Qualifying Income	see above
B). 2010 Households	6,823
C). 2014 Households	7,795
D). Substandard Housing (% of Rental Stock)	13.4%
E). Rent Overburdened (% of Senior Renter HHlds at >40%)	32.7%
F). Renter Percentage (% of all 2012 HHlds)	28.3%
G). Elderly Homeowner Turnover	1.3%

Table 25 DCA Demand by Floor Plan

50% Units	One Bedroom Units	Two Bedroom Units
<i>Minimum Income Limit</i>	\$17,250	\$21,700
<i>Maximum Income Limit</i>	\$21,700	\$24,800
Renter Income Qualification Percentage		
Total Income Qualified Renter Demand	128	89
Vacant and Comparable Units	0	0
Net Demand	128	89
Proposed Units	6	8
Capture Rate	4.7%	9.0%

60% Units	One Bedroom Units	Two Bedroom Units
<i>Minimum Income Limit</i>	\$20,700	\$24,000
<i>Maximum Income Limit</i>	\$24,000	\$29,760
Renter Income Qualification Percentage		
Total Income Qualified Renter Demand	95	122
Vacant and Comparable Units	0	0
Net Demand	95	122
Proposed Units	27	35
Capture Rate	28.4%	28.8%

80% Units	One Bedroom Units	Two Bedroom Units
<i>Minimum Income Limit</i>	\$22,770	\$34,720
<i>Maximum Income Limit</i>	\$34,720	\$39,680
Renter Income Qualification Percentage		
Total Income Qualified Renter Demand	254	70
Vacant and Comparable Units	0	0
Net Demand	254	70
Proposed Units	3	5
Capture Rate	1.2%	7.1%

Project Total	One Bedroom Units	Two Bedroom Units
<i>Minimum Income Limit</i>		\$21,700
<i>Maximum Income Limit</i>	\$34,720	\$39,680
Renter Income Qualification Percentage		
Total Income Qualified Renter Demand	218	217
Vacant and Comparable Units	0	0
Net Demand	218	217
Proposed Units	36	48
Capture Rate	16.5%	22.1%

8. COMPETITIVE HOUSING ANALYSIS

A. Introduction and Sources of Information

This section presents data and analyses pertaining to the supply of housing in the Myrtle Terraces Market Area. The rental survey of competitive projects was conducted in May and June 2012. We also examined American Community Survey data to provide the most updated information on the characteristics of the housing stock.

B. Overview of Market Area Housing Stock

Based on the 2006-2010 ACS survey, both Myrtle Terraces Market Area and Hall County have a high number of rental in multifamily structures, but single family detached rentals are a significant presence. Multi-family structures (i.e., buildings with five or more units) accounted for 41.4 percent of all rental units in the market area, compared to 31.2 percent in the secondary market (Table 26). Single family detached homes accounted for 33.1 percent of the market area rental stock and 39.5 percent of the county stock. In contrast, roughly nine out of ten owner units in both areas are single family detached units followed by small concentrations of mobile homes and very few other unit types.

The housing stock in both areas tends toward contemporary, with owner stock newer than rental stock. Market area rental units have a median year built of 1986 similar to the county median of 1985 (Table 27). In the market area, more than one out of five rental units was built since 2000 (21.2 percent) and another 23 percent was built during the 1990s. Owner units tend to be of more recent vintage as the median market area year built is 1988 and the median county year built is 1992.

According to the Nielsen Company, the median value among owner-occupied housing units in the Myrtle Terraces Market Area as of 2010 is \$140,677, which is 86 percent of the Hall County median of \$163,235 (Table 28). Nielsen estimates home values based upon values from the 2010 Census and homeowners' assessments of the values of their homes. This data is traditionally a less accurate and reliable indicator of home prices in an area than actual sales data, but offers insight of relative housing values among two or more areas.

C. Impact of Foreclosed, Abandoned, or Vacant Single/Multifamily Homes

To understand the state of foreclosure in the community around the subject site, we tapped data available through RealtyTrac, a website aimed primarily at assisting interested parties in the process of locating and purchasing properties in foreclosure and at risk of foreclosure. RealtyTrac classifies properties in its database into several different categories, among them three that are relevant to our analysis: 1.) pre-foreclosure property – a property with loans in default and in danger of being repossessed or auctioned, 2.) auction property – a property that lien holders decide to sell at public auctions, once the homeowner's grace period has expired, in order to dispose of the property as quickly as possible, and 3.) bank-owned property – a unit that has been repossessed by lenders. We included properties within these three foreclosure categories in our analysis. We queried the

Table 26 Dwelling Units by Structure and Tenure

	Hall County		Myrtle Terrace Market Area	
	Number	Percent	Number	Percent
Owner Occupied				
1, detached	37,077	89.3%	10,017	90.3%
1, attached	732	1.8%	129	1.2%
2	106	0.3%	20	0.2%
3-4	187	0.5%	51	0.5%
5-9	97	0.2%	39	0.4%
10-19	19	0.0%	9	0.1%
20+ units	132	0.3%	15	0.1%
Mobile home	3,141	7.6%	810	7.3%
Boat, RV, Van	11	0.0%	0	0.0%
TOTAL	41,502	100.0%	11,090	100.0%

Source: American Community Survey, 2006-2010.

	Hall County		Myrtle Terrace Market Area	
	Number	Percent	Number	Percent
Renter Occupied				
1, detached	7,368	39.5%	3,276	33.1%
1, attached	586	3.1%	327	3.3%
2	631	3.4%	212	2.1%
3-4	1,183	6.3%	638	6.5%
5-9	1,623	8.7%	994	10.1%
10-19	1,934	10.4%	1,271	12.9%
20+ units	2,262	12.1%	1,823	18.4%
Mobile home	3,054	16.4%	1,344	13.6%
Boat, RV, Van	30	0.2%	0	0.0%
TOTAL	18,671	100.0%	9,885	100.0%

Source: American Community Survey, 2006-2010.

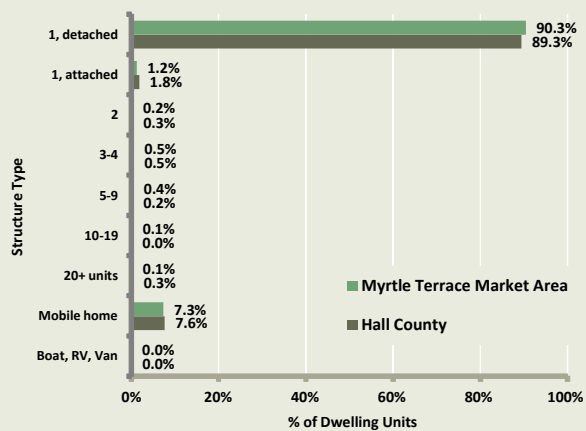
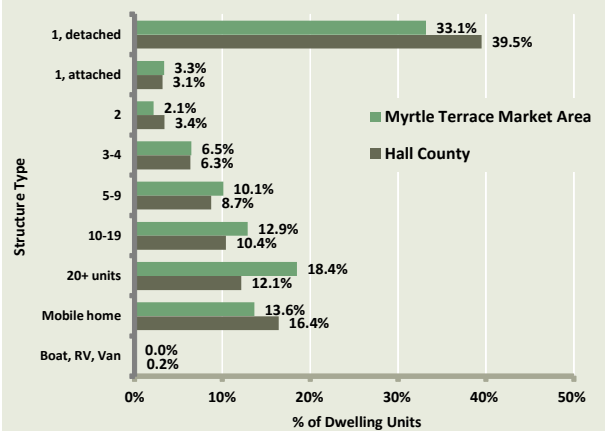
**2006-10 Dwelling Units by Units in Structure
Owner Occupied Units****2006-10 Dwelling Units by Units in Structure
Renter Occupied Units**

Table 27 Dwelling Units by Year Built and Tenure

Owner Occupied	Hall County		Myrtle Terrace Market Area	
	Number	Percent	Number	Percent
2005 or later	3,924	9.5%	657	5.9%
2000 to 2004	7,824	18.9%	2,048	18.5%
1990 to 1999	11,235	27.1%	2,730	24.6%
1980 to 1989	6,959	16.8%	1,413	12.7%
1970 to 1979	4,829	11.6%	1,063	9.6%
1960 to 1969	2,800	6.7%	1,161	10.5%
1950 to 1959	2,040	4.9%	952	8.6%
1940 to 1949	1,016	2.4%	531	4.8%
1939 or earlier	875	2.1%	535	4.8%
TOTAL	41,502	100.0%	11,090	100.0%
MEDIAN YEAR BUILT	1992		1988	

Source: American Community Survey, 2006-2010.

Renter Occupied	Hall County		Myrtle Terrace Market Area	
	Number	Percent	Number	Percent
2005 or later	905	4.8%	415	4.2%
2000 to 2004	2,679	14.3%	1,676	17.0%
1990 to 1999	4,018	21.5%	2,275	23.0%
1980 to 1989	3,728	20.0%	1,591	16.1%
1970 to 1979	2,612	14.0%	972	9.8%
1960 to 1969	2,041	10.9%	1,366	13.8%
1950 to 1959	1,310	7.0%	732	7.4%
1940 to 1949	747	4.0%	552	5.6%
1939 or earlier	631	3.4%	306	3.1%
TOTAL	18,671	100.0%	9,885	100.0%
MEDIAN YEAR BUILT	1985		1986	

Source: American Community Survey, 2006-2010.

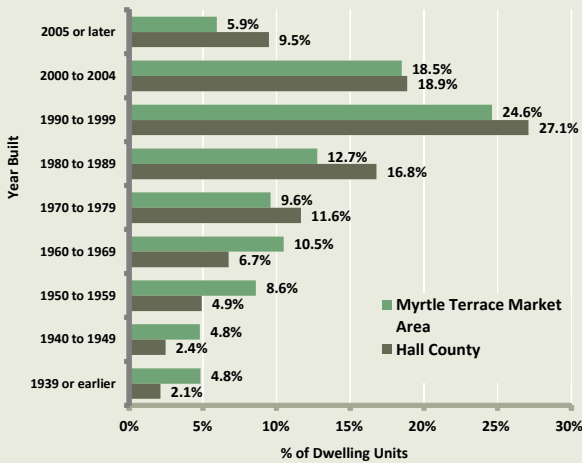
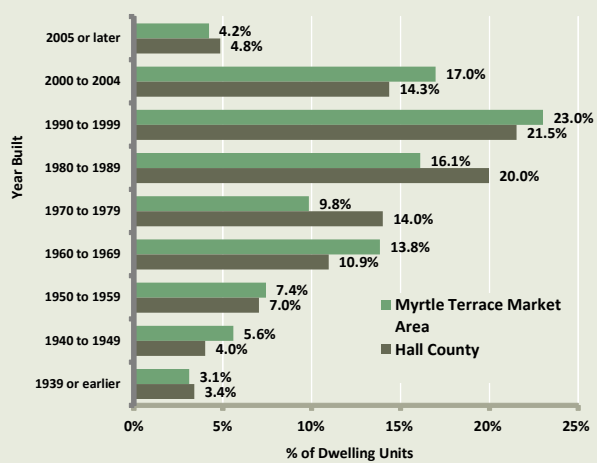
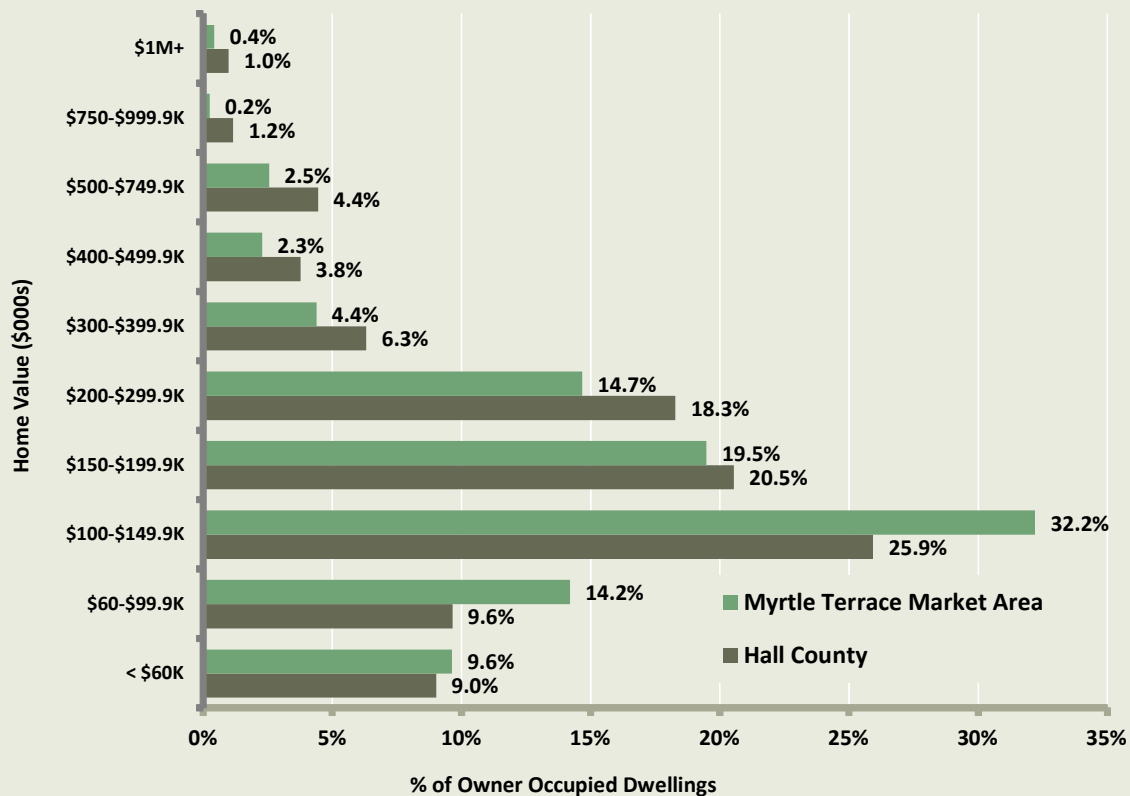
**2006-2010 Dwelling Units by Year Built
Owner Occupied Units****2006-2010 Dwelling Units by Year Built
Renter Occupied Units**

Table 28 Value of Owner Occupied Housing Stock

		Hall County		Myrtle Terrace Market Area	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
less than	\$60,000	3,926	9.0%	1,230	9.6%
	\$60,000 - \$99,999	4,204	9.6%	1,814	14.2%
	\$100,000 - \$149,999	11,303	25.9%	4,116	32.2%
	\$150,000 - \$199,999	8,950	20.5%	2,490	19.5%
	\$200,000 - \$299,999	7,967	18.3%	1,875	14.7%
	\$300,000 - \$399,999	2,750	6.3%	560	4.4%
	\$400,000 - \$499,999	1,638	3.8%	290	2.3%
	\$500,000 - \$749,999	1,937	4.4%	325	2.5%
	\$750,000 - \$999,999	503	1.2%	31	0.2%
	\$1,000,000 over	426	1.0%	54	0.4%
Total		43,604	100.0%	12,785	100.0%
Median Value		\$163,235		\$140,677	

Source: The Nielsen Company

2010 Home Value

RealtyTrac database for zip code 30501 in which the subject is located and the broader areas of Gainesville, Hall County, Georgia, and the United States for comparison purposes.

Our RealtyTrac search revealed 0.18 percent of housing units were in foreclosure within the subject property's ZIP code (30501) in April 2012; the most recent month for which data was available. During the same time period, Gainesville, Hall County, Georgia, and the nation reported monthly foreclosure rates of 0.33 percent, 0.35 percent, 0.25 percent, and 0.14 percent, respectively. While the monthly rate in the subject zip code was relatively low, the monthly foreclosure rates in the other zip codes that comprise the market area (i.e. throughout Gainesville) appear to be closer to that of Hall County and higher than that of the State of Georgia and significantly higher than the national average (Figure 7). From May 2011 to April 2012, the number of foreclosure properties in the subject's ZIP code ranged from a low of 16 units each in June and October of 2011 to a high of 40 in February (Figure 8).

Figure 7 Foreclosure Rate, April 2012

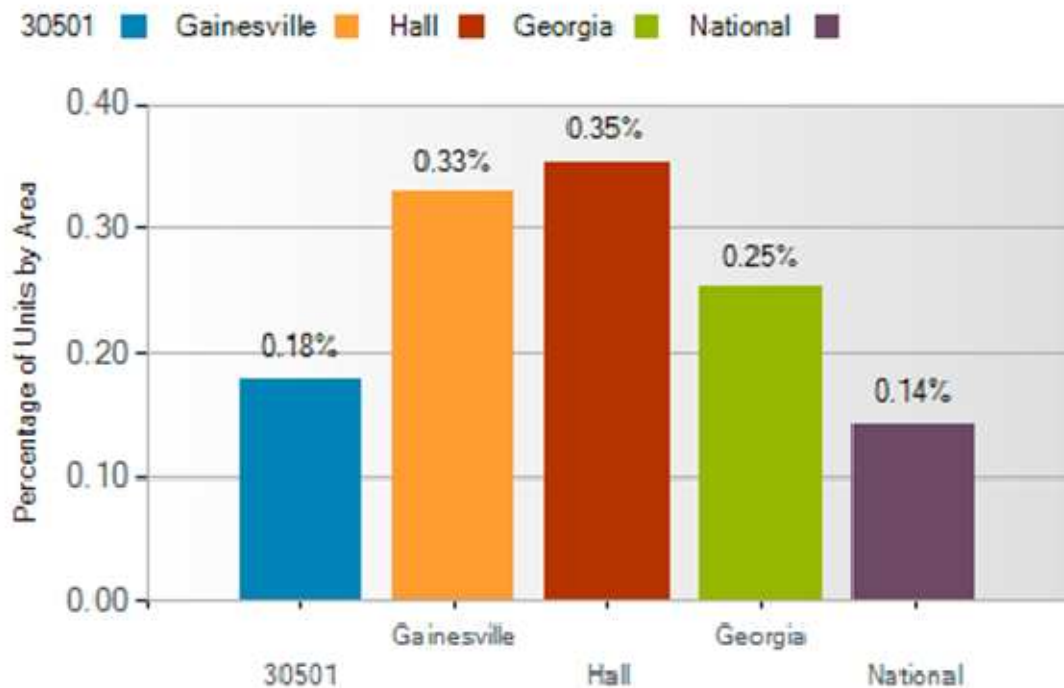
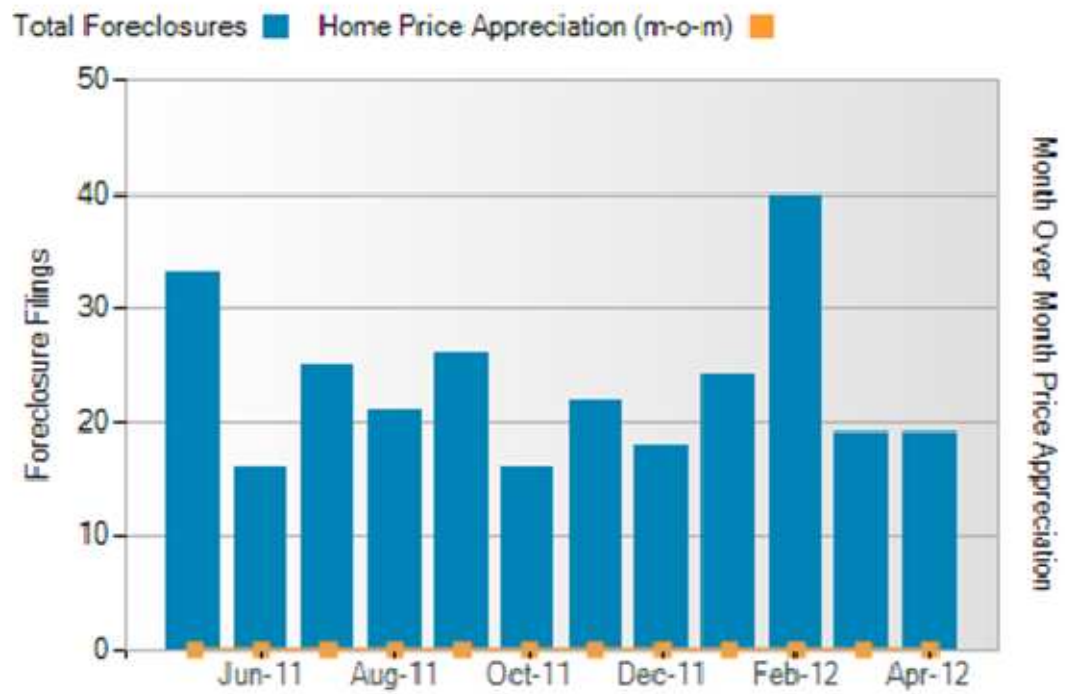


Figure 8 Recent Foreclosure Activity, Myrtle Terraces at New Holland's ZIP CODE: 30501



D. Survey of Rental Communities

1. Introduction to the Rental Housing Survey

For the purposes of this analysis, RPRG identified the senior rental housing options within the primary market area; however, all of these communities are either market rate, service-enriched facilities which include independent and/or assisted living components, or are deeply subsidized through HUD. As none of the existing senior communities offer independent units at tax credit rents, these senior properties are not comparable to the proposed development.

Basic information for each senior community is provided in Table 29 and the location shown on Map 5. In order to provide a more in-depth analysis, RPRG surveyed all of the independent senior rental communities in the primary market area which include Smoky Springs, Church Street Manor, Lighthouse Manor, and Windcliff. A brief description of each property is provided below and the site locations are shown on Map 5. A community profile is also included in the Appendix.

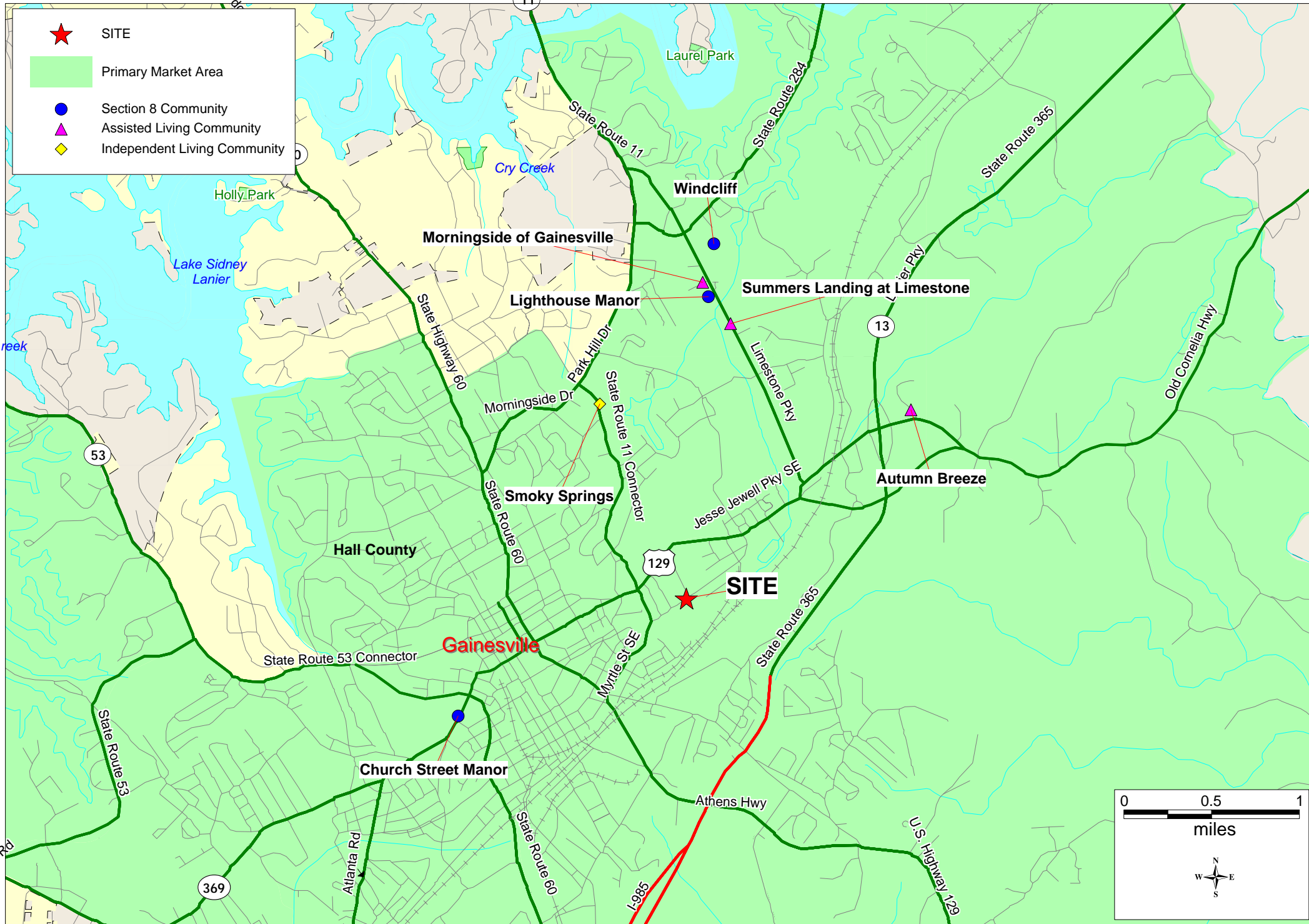
Table 29 Market Rate and Subsidized Senior Communities, Primary Market Area

Market Rate Service Enriched Senior Rental Communities			
Establishment	City	Address	Type
Autumn Breeze	Gainesville	2215 Old Hamilton Place	Assisted Living / Memory Care
Smoky Springs	Gainesville	940 South Enota Drive	Independent Living
Morningside of Gainesville	Gainesville	2435 Limestone Parkway	Assisted Living
Summers Landing at Limestone	Gainesville	2030 Windward Lane	Assisted Living / Memory Care

Subsidized Senior Rental Communities			
Church Street Manor	Gainesville	710 Jesse Jewell Parkway SE	Section 8
Lighthouse Manor	Gainesville	2415 Lighthouse Manor Drive	Section 8
Windcliff	Gainesville	150 Gabriel Circle	Section 8

Smoky Springs: Constructed in 2000, Smoky Springs Retirement is a luxury, market rate senior rental community which offers service-enriched independent living. The three-story mid-rise community offers extensive services and amenities for residents which include three meals per day and weekly housekeeping. Floor plans offered at the community include efficiency, one, and two bedroom units which range in size from 396 square feet to 940 square feet. At the time of our survey, Smoky Springs reported street rents ranging from \$2,200 to \$4,700 and 10 of 115 units vacant (8.7 percent). All rents include the cost of meals, services, and utilities for a single tenant; a second person fee of \$700 per month applies.

Church Street Manor, Lighthouse Manor, and Windcliff: Church Street Manor, Lighthouse Manor, and Windcliff Apartments are all deeply subsidized senior rental communities financed through HUD programs. Built in 1978, Church Street Manor is the oldest of three properties and offers mid-rise units in one three-story building. Lighthouse Manor and Windcliff, built in 1994 and 2001 respectively, are newer and consist of one-story cottage style units. In total, the three properties combine to offer 184 units all of which were occupied at the time of our survey. In addition, all three communities reported lengthy waiting lists. As deeply subsidized communities, residents only pay 30 percent of their adjusted annual gross income toward rent / utilities and are not subject to a minimum income limit.



Map 5
Senior Communities
Hall County, GA



2. Competitive General Occupancy Rental Analysis

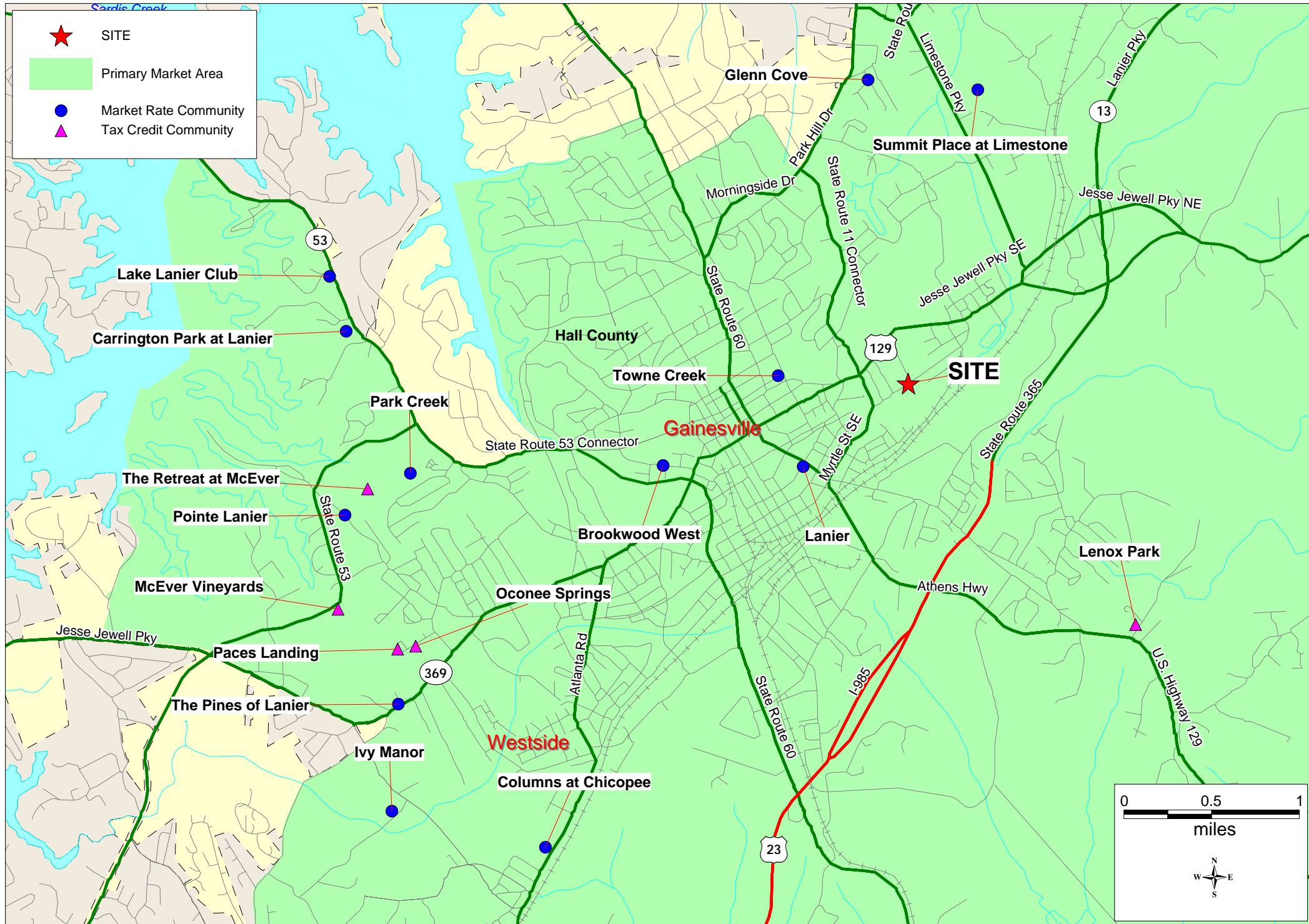
As part of this analysis, Real Property Research Group, Inc. surveyed 17 general occupancy rental communities in the primary market area, five of which contain LIHTC units. Although not directly comparable to the senior oriented units planned at Myrtle Terraces at New Holland, these communities provide an indication of the overall rental market. Furthermore, given the limited senior rental stock, these general occupancy rental communities may serve as a housing option for low to moderate income senior renter households living in the primary market area. As such, all 17 general occupancy rental communities are considered comparable for the purposes of this analysis. A profile sheet of each community is attached as at the end of this report as Appendix 5. The location of each community is shown on Map 6.

3. Location

Map 6 shows the locations of the surveyed competitive communities in relation to the subject site. The market rate communities are scattered throughout the market area but only a few are located in the most densely populated sections of Gainesville. Three of the four LIHTC communities are located to the southwest of Gainesville and one is to the southeast of Gainesville.

4. Age of Communities

The multi-family rental stock in the primary market area contains properties built from 1970 to 2004 with an average year built of 1994. Six of the communities were built since 2000, including four of the five tax credit communities plus two market rate communities (Table 30). This tends to be a relatively contemporary market, and none of the communities reported extensive renovations.



Map 6
Surveyed General Occupancy Communities
Hall County, GA

Table 30 Myrtle Terraces at New Holland -- General Occupancy Communities Summary

Map #	Community	Year Built	Structure Type	Total Units	Vacant Units	Vacancy Rate	Average 1BR Rent (1)	Average 2BR Rent (1)	Incentive/Waitlist
Market Rate Communities									
1	Lake Lanier Club	1998	Garden/TH	657	33	5.0%	\$694	\$842	None
2	Carrington Park at Lanier	2000	Garden	292	3	1.0%	\$711	\$810	Reduced application fees
3	Park Creek	1998	Garden	200	N/A	N/A	\$658	\$760	\$200 off first month on 3 BR and larger 1 BR
4	Summit Place at Limestone	1995	Garden	128	8	6.3%	\$630	\$708	\$30 off on all units
5	Towne Creek	1989	Garden	150	3	2.0%	\$575	\$667	Rents quoted are specials
6	Columns at Chicopee	2003	Garden	150	3	2.0%	\$578	\$665	None
7	Brookwood West	1986	Garden/TH	78	2	2.6%	\$525	\$665	None
8	Glenn Cove	1970	Garden/TH	130	25	19.2%	\$495	\$611	No security deposit
9	Pointe Lanier	1987	Garden	100	11	11.0%	\$545	\$595	1 BR \$495, 2 BR \$575 plus \$300 off first month on all
10	Ivy Manor		Townhouse	19	0	0.0%		\$575	None
11	The Pines of Lanier	1986	Garden	157	0	0.0%	\$472	\$556	None
12	Lanier	1978	Garden	96	17	17.7%		\$520	No security deposit
Market Rate Total/Average				1990	2,157		\$588	\$664	
Reported Total/Average					1,957	105	5.4%		
Tax Credit Communities									
13	Paces Landing **	2002	Garden	140	0	0.0%	\$595	\$679	None
14	McEver Vineyards **	2004	Garden	220	0	0.0%	\$560	\$650	None
15	The Retreat at McEver **	2002	Garden	224	13	5.8%	\$549	\$649	None
16	Lenox Park **	2000	Garden	292	20	6.8%	\$499	\$589	
17	Oconee Springs **	1998	Garden	88	0	0.0%		\$443	None
Tax Credit Total/Average				2001	964		\$551	\$602	
Reported Total/Average					964	33	3.4%		
Total/Average				1994	3,121		\$578	\$646	
Reported Total/Average					2,921	138	4.7%		

Tax Credit Communities**

(1) Rent is contract rent, and not adjusted for utilities or incentives

Source: Field Survey, Real Property Research Group, Inc. May 2012.

5. Structure Type

All of the surveyed general occupancy communities offer garden-style units ranging from two to four stories in height, townhomes, or a combination of the two styles. The surveyed rental stock also includes a wide range of building characteristics which are generally proportionate to the age of the community. Some contemporary communities, both market rate and tax credit, feature more attractive exterior features including dormers and gables, varied roof lines, stone and/or brick accents, and extensive landscaping. None of these general occupancy communities include an elevator, an amenity conducive to attracting senior households.

6. Size of Communities

The 17 communities account for a total of 3,121 units and range in size from 19 units (Ivy Manor) to 657 units (Lake Lanier club). The average community size is approximately 184 units.

7. Vacancy Rates

Of the total 2,921 rental units for which occupancy information was available, 138 were reported vacant, yielding a 4.7 percent vacancy rate. Three communities reported excessive vacancies: Pointe Lanier (11 percent), Lanier (17.7 percent) and Glenn Cove (19.2 percent).

The five LIHTC communities reported 33 units vacant out of the 964 total units (3.4 percent). Of the five tax credit communities, three had no vacancies at the time of our survey.

8. Rent Concessions

Of the 17 communities, four are currently offering a rent incentive or a reduced rent. The most generous incentive is an offer of \$300 off the rent for the first month added to already reduced rents at Pointe Lanier. The other incentives appear to be modest, offering a \$200 off of a single month's rent or a monthly reduction of \$30.

9. Absorption History

No communities have been built in the market area within the past eight years.

E. Analysis of Rental Pricing and Product

1. Payment of Utility Costs

The most common utility policy in the market is for the landlord to pay for water/sewer and trash and the tenant to pay for all other utilities (cooking, heat, hot water and electricity), accounting for seven of the communities surveyed (Table 31). In five communities, all utilities are paid the tenant, including water/sewer/trash, and in four communities, the landlord pays for trash only. None of the communities include all utilities in rent as proposed for the subject.

2. Unit Features

All individual unit kitchens at the surveyed communities are equipped with stoves and refrigerators, but dishwashers are standard in only 14 of the communities. Washer/dryer hookups are standard in 13 communities and available in select units in two additional communities. Built-in microwaves are a standard unit feature at only two communities.

3. Parking

All communities include free surface parking as their standard parking option.

4. Community Amenities

The most common community amenities offered among the primary market area's rental stock include a swimming pool (13 properties), tennis courts (6 properties), clubhouse / community room (11 properties), playground (11 properties), and fitness center (10 properties) (Table 32). The proposed recreational amenities at Myrtle Terraces at New Holland will be extensive and include amenities appealing to the target senior population such as library, game room, chapel, computer room and dining room. These planned amenities will be more appealing to the prospective tenant base in the PMA than common family oriented amenities of a swimming pool, playground, and/or tennis courts.

Table 31 Features of Rental Communities

Community	Heat Type	Utilities Included in Rent						Dish washer	Micro wave	Parking	In-Unit Laundry	Storage
		Heat	Hot Water	Cook-ing	Electric	Water	Trash					
Park Creek	Electric	☐	☐	☐	☐	☐	☒	Standard		Surface Parking	Hook Ups	Standard - In Bldg
Towne Creek	Gas	☐	☐	☐	☐	☐	☐	Standard		Surface Parking	Hook Ups	
Carrington Park at Lanier	Electric	☐	☐	☐	☐	☐	☐	Standard		Surface Parking	Hook Ups	Standard - In Bldg
Lake Lanier Club	Electric	☐	☐	☐	☐	☐	☐	Standard	Standard	Surface Parking	Hook Ups	
Lenox Park	Electric	☐	☐	☐	☐	☐	☐	Standard		Surface Parking	Hook Ups	Standard - In Bldg
Oconee Springs	Electric	☐	☐	☐	☐	☐	☒	Standard		Surface Parking	Hook Ups	
Paces Landing	Electric	☐	☐	☐	☐	☐	☒	Standard		Surface Parking	Hook Ups	
The Retreat at McEver	Electric	☐	☐	☐	☐	☒	☒	Standard	Standard	Surface Parking	Hook Ups	
Summit Place at Limestone	Electric	☐	☐	☐	☐	☒	☒	Standard		Surface Parking	Hook Ups	
McEver Vineyards	Electric	☐	☐	☐	☐	☐	☒	Standard		Surface Parking	Hook Ups	Standard - In Bldg
Brookwood West	Electric	☐	☐	☐	☐	☒	☒	Select Unit:		Surface Parking		
Columns at Chicopee	Electric	☐	☐	☐	☐	☐	☐	Standard		Surface Parking	Hook Ups Select Units - Hook	Standard - In Bldg
Glenn Cove	Electric	☐	☐	☐	☐	☒	☒	Select Unit:		Surface Parking	ups	
Ivy Manor	Electric	☐	☐	☐	☐	☒	☒	Standard		Surface Parking	Hook Ups	
Lanier	Electric	☐	☐	☐	☐	☒	☒			Surface Parking		
Pointe Lanier	Electric	☐	☐	☐	☐	☒	☒	Standard		Surface Parking	Hook Ups	
The Pines of Lanier	Electric	☐	☐	☐	☐	☐	☐	Standard		Surface Parking	Select Units Hook up:	

Source: Field Survey, Real Property Research Group, Inc. May 2012.

Table 32 Amenities of Rental Communities

Community	Clubhouse	Fitness Room	Pool	Playground	Tennis Court	Business/Computer Center	Gated Entry
Park Creek	☒	☒	☒	☒	☒	☒	☒
Towne Creek	☒	☒	☒	☐	☐	☐	☐
Carrington Park at Lanier	☒	☒	☒	☒	☒	☒	☒
Lake Lanier Club	☒	☒	☒	☒	☒	☒	☒
Lenox Park	☒	☒	☒	☒	☒	☐	☒
Oconee Springs	☒	☐	☐	☒	☐	☐	☐
Paces Landing	☒	☒	☒	☒	☐	☐	☐
The Retreat at McEver	☒	☒	☒	☒	☐	☒	☐
Summit Place at Limestone	☒	☒	☒	☐	☒	☐	☐
McEver Vineyards	☒	☒	☒	☒	☒	☒	☒
Brookwood West	☐	☐	☐	☐	☐	☐	☐
Columns at Chicopee	☒	☒	☒	☒	☐	☒	☐
Glenn Cove	☐	☐	☒	☒	☐	☐	☐
Ivy Manor	☐	☐	☐	☐	☐	☐	☐
Lanier	☐	☐	☐	☐	☐	☐	☐
Pointe Lanier	☐	☐	☒	☒	☐	☐	☐
The Pines of Lanier	☐	☐	☒	☐	☐	☒	☐

Source: Field Survey, Real Property Research Group, Inc. May 2012.



5. Distribution of Units by Bedroom Type

Two-bedroom units are the most common, representing 46 percent of all units in communities reporting unit mix, and are offered at all communities. Nearly all communities offer one-bedroom units, including all but one tax credit community. A number of the communities offer three-bedroom units, including over half the market rate communities and all the tax credit communities (Table 33). The overall unit distribution for the communities reporting unit mix consists of 30 percent one-bedrooms, 46 percent two-bedrooms, and 24 percent three-bedrooms.

6. Effective Rents

Unit rents presented in Table 33 are net or effective rents, as opposed to street or advertised rents. To arrive at effective rents, we apply downward adjustments to street rents at some communities in order to control for current rental incentives. The net rents further reflect adjustments to street rents to equalize the impact of utility expenses across complexes. Specifically, the net rents represent the hypothetical situation where water, sewer and trash utility expenses are included in monthly rents at all communities.

- Overall, one bedroom units have net rents from \$495 (Glenn Cove) to \$736 (Carrington Park) and average \$588. In size, these one-bedrooms run from 528 to 890 square feet, for an average of 747 square feet priced at an average of \$0.79 per square foot.
- Units offering two bedrooms range from \$240 (30% AMI units at Oconee Springs) to \$872 (Lake Lanier Club) and average \$638. These two-bedroom units range in size from 750 to 1,269 square feet for an average size of 1,033 square feet and price of \$0.62 per square foot.
- Three bedroom units range from \$255 (30% AMI units at Oconee Springs) to \$1,011 (Lake Lanier Club) and average \$724. The three bedroom units range in size from 1,013 to 1,532 square feet and average 1,272 square feet and \$0.57 per square foot.
- There is a great deal of overlap in pricing for the tax credit and market rate competitive sets. The 60 percent AMI tax credit units are generally positioned in the middle of the market rate set, across the three unit types. This suggests that the 60 percent tax credit units compete directly with market rate units.

Table 33 Unit Distribution, Size, and Pricing

Community	Type	Total	One Bedroom Units				Two Bedroom Units				Three Bedroom Units			
		Units	Units	Rent(1)	SF	Rent/SF	Units	Rent(1)	SF	Rent/SF	Units	Rent(1)	SF	Rent/SF
	50% AMI	14	6	\$470	664	\$0.71	8	\$550	908	\$0.61				
SUBJECT SITE-Avg Rent and Sq Ft:	60% AMI	62	27	\$585	664	\$0.88	35	\$692	908	\$0.76				
	Market Rate	8	3	\$654	664	\$0.98	5	\$759	908	\$0.84				
Market Rate Communities														
Lake Lanier Club	Garden/TH	657		\$719	786	\$0.92		\$872	1,269	\$0.69		\$1,011	1,532	\$0.66
Carrington Park at Lanier	Garden	292		\$736	801	\$0.92		\$840	1,189	\$0.71		\$924	1,482	\$0.62
Park Creek	Garden	200	100	\$663	736	\$0.90	60	\$780	1,082	\$0.72	40	\$888	1,308	\$0.68
Paces Landing	Garden	28	4	\$615	799	\$0.77	10	\$745	1,062	\$0.70	10	\$850	1,267	\$0.67
Towne Creek	Garden	150	60	\$600	620	\$0.97	90	\$697	1,005	\$0.69				
Columns at Chicopee	Garden	150	40	\$603	848	\$0.71	76	\$695	1,194	\$0.58	34	\$778	1,409	\$0.55
Summit Place at Limestone	Garden	128	24	\$600	608	\$0.99	88	\$678	944	\$0.72	16	\$785	1,250	\$0.63
Brookwood West	Garden/TH	78	47	\$525	625	\$0.84	31	\$665	980	\$0.68				
Glenn Cove	Garden/TH	130		\$495	619	\$0.80		\$611	876	\$0.70		\$750	1,013	\$0.74
The Pines of Lanier	Garden	157	102	\$497	528	\$0.94	48	\$586	653	\$0.90				
Ivy Manor	Townhouse	19						\$575	1,200	\$0.48				
Pointe Lanier	Garden	100	40	\$516	825	\$0.63	60	\$568	1,025	\$0.55				
Lanier	Garden	96					72	\$520	750	\$0.69	24	\$620	1,025	\$0.60
Market Rate Total/Average		2,185		\$597	709	\$0.84		\$679	1,018	\$0.67		\$826	1,286	\$0.64
Unit Distribution		1,076	417				535				124			
% of Total		49.2%	38.8%				49.7%				11.5%			
Tax Credit Communities														
Paces Landing 60%	Garden	54	12	\$608	799	\$0.76	28	\$735	1,062	\$0.69				
McEver Vineyards 60%	Garden	220	32	\$575	860	\$0.67	110	\$670	1,119	\$0.60	78	\$750	1,335	\$0.56
The Retreat at McEver 60%	Garden	224	80	\$549	890	\$0.62	120	\$649	1,133	\$0.57	24	\$749	1,350	\$0.55
Lenox Park 60%	Garden	292	56	\$524	869	\$0.60	84	\$619	1,057	\$0.59	152	\$654	1,219	\$0.54
Paces Landing 50%	Garden	58					14	\$594	1,062	\$0.56	40	\$669	1,267	\$0.53
Oconee Springs 60%	Garden	47					9	\$547	1,013	\$0.54	34	\$605	1,210	\$0.50
Oconee Springs 50%	Garden	22					3	\$507	1,013	\$0.50	17	\$565	1,210	\$0.47
Oconee Springs 30%	Garden	19					4	\$240	1,013	\$0.24	13	\$255	1,210	\$0.21
Tax Credit Total/Average		936		\$564	855	\$0.66		\$570	1,059	\$0.54		\$607	1,257	\$0.48
Unit Distribution		910	180				372				358			
% of Total		97.2%	19.8%				40.9%				39.3%			
Total/Average		3,121		\$588	747	\$0.79		\$638	1,033	\$0.62		\$724	1,272	\$0.57
Unit Distribution		1,986	597				907				482			
% of Total		63.6%	30.1%				45.7%				24.3%			

(1) Rent is adjusted to include only Water/Sewer and Trash and incentives

Source: Field Survey, Real Property Research Group, Inc. May 2012.

The “average market rent” is \$668 among comparable one-bedroom units and \$794 among comparable two-bedroom units. Based on the “average market rent” per DCA’s market study guide, the proposed one-bedroom units will have market advantages of 29.6 percent for the 50 percent units and 12.4 percent for the 60 percent units. The two-bedroom units will have market advantages of 30.7 percent for the 50 percent units and 12.8 percent for the 60 percent units (Table 34).

Based on the appeal of new construction, extensive amenities, and the overall appeal of the senior campus to be designed, the proposed rents at Myrtle Terraces at New Holland are reasonable and appropriate.

Table 34 DCA Average Market Rents

Community	Type	Total	One Bedroom Units				Two Bedroom Units			
		Units	Units	Rent(1)	SF	Rent/SF	Units	Rent(1)	SF	Rent/SF
SUBJECT SITE-Avg Rent and Sq Ft:	50% AMI	14	6	\$470	664	\$0.71	8	\$550	908	\$0.61
	60% AMI	62	27	\$585	664	\$0.88	35	\$692	908	\$0.76
	Market Rate	8	3	\$654	664	\$0.98	5	\$759	908	\$0.84
Comparable Communities										
Lake Lanier Club	Garden/TH	657		\$719	786	\$0.92		\$872	1,269	\$0.69
Carrington Park at Lanier	Garden	292		\$736	801	\$0.92		\$840	1,189	\$0.71
Park Creek	Garden	200	100	\$663	736	\$0.90	60	\$780	1,082	\$0.72
Paces Landing (Mkt Rate Units)	Garden	28	4	\$615	799	\$0.77	10	\$745	1,062	\$0.70
Paces Landing (60% AMI units)	Garden	54	12	\$608	799	\$0.76	28	\$735	1,062	\$0.69
Market Rate Total/Average		1,231		\$668	784	\$0.85		\$794	1,133	\$0.70

(1) Rent is adjusted to include only Water/Sewer and Trash and incentives

Source: Field Survey, Real Property Research Group, Inc. May 2012.

Summary	One Bedroom			Two Bedroom		
	Rent	Advantage (\$)	Advantage (%)	Rent	Advantage (\$)	Advantage (%)
Average Market Rent		\$668			\$794	
Subject Property - 50% AMI	\$470	\$198	29.6%	\$550	\$244	30.7%
Subject Property - 60% AMI	\$585	\$83	12.4%	\$692	\$102	12.8%
Subject Property - Market	\$654	\$14	2.1%	\$759	\$35	4.4%

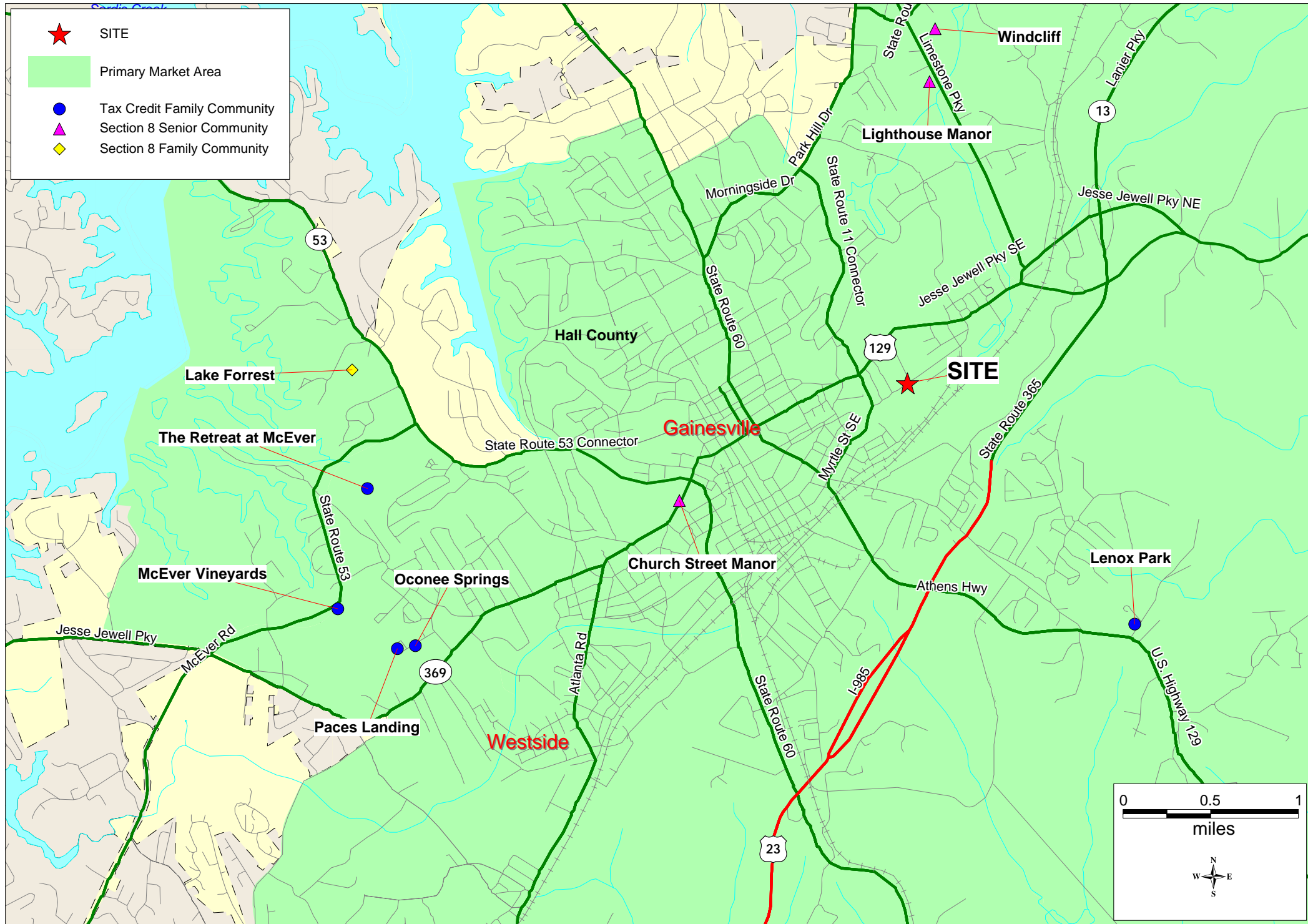
F. Deep Subsidy Units and Vouchers in the Market Area

Nine subsidized housing communities exist in the primary market area (Table 35) and are shown on Map 7. These communities include four Section 8 properties, three of which are senior oriented, and five general occupancy LIHTC properties. All LIHTC and senior oriented Section 8 communities were surveyed and included in this report.

The Gainesville Housing Authority operates 495 public housing units within the primary market area all of which were occupied at the time of our survey. One-bedroom units are in high demand. The waiting list for public housing units ranges from 1.5 years for one bedroom units to three to six months for two to five bedroom units. DCA does not administer Housing Choice Vouchers.

Table 35 Subsidized Rental Communities, Primary Market Area

Property	Subsidy	Type	Address	City	Distance
Lake Forrest	Section 8	Family	1360 Otila Dr.	Gainesville	3.2 miles
Church Street Manor	Section 8	Senior	710 Jesse Jewell Pkwy. SE	Gainesville	1.5 miles
Lighthouse Manor	Section 8	Senior	2415 Lighthouse Manor Dr.	Gainesville	1.7 miles
Windcliff	Section 8	Senior	150 Gabriel Cir.	Gainesville	2 miles
Lenox Park	Tax Credit	Family	1000 Lenox Park Pl.	Gainesville	1.9 miles
McEver Vineyards	Tax Credit	Family	1245 McEver Rd. SW	Gainesville	3.5 miles
Oconee Springs	Tax Credit	Family	2351 Springhaven Dr.	Gainesville	3.2 miles
Paces Landing	Tax Credit	Family	100 Paces Ct. SW	Gainesville	3.2 miles
The Retreat at McEver	Tax Credit	Family	1050 Eagle Eye Rd.	Gainesville	3.1 miles



Map 7
Subsidized Communities
Primary Market Area

G. Proposed and Under Construction Rental Communities

According to DCA's list of LIHTC allocations and officials with the planning and zoning departments for each municipality/county inside the primary market area (Gainesville and Hall County), no age restricted LIHTC rental communities are planned or under construction in the primary market area. No market rate senior communities are in the planning pipeline either.

Conversations with county and municipal staff found no multifamily communities without age restrictions that are currently active in the development pipeline in the market area. Two Gainesville projects that had been in the pipeline prior to the economic downturn with multifamily components presently lack developers for the multifamily components. Given the target market of senior renters, any family oriented communities constructed in the primary market area will not compete with the subject property.

H. Absorption Estimate

In lieu of lease up history at comparable communities, absorption rate projections are also based on growth of the household base, the number of income-qualified households, and the marketability of the proposed site, and product.

- There are no LIHTC senior communities in the market area.
- The vacancy rate among the LIHTC general occupancy communities in the market area is low with 33 vacant out of 964 total tax credit units. Three of the five LIHTC communities have no vacancies.
- The proposed rents at the subject property are competitively positioned amongst existing general occupancy LIHTC and market rate rental communities in the primary market.
- Annual senior household growth in the market area is projected at 257 households between 2012 and 2017.
- Capture rates based on renter affordability and NCHFA demand methodology are all within acceptable levels.
- An estimated 757 senior renter households are income qualified for the LIHTC units at Myrtle Terraces.
- Myrtle Terraces will be the only independent living community offering senior features and amenities at tax credit and market rents.

We do not anticipate any negative factors that would prevent Myrtle Terraces at New Holland from leasing its units in a timely manner. Given the senior household growth in the market area, and the spread of units among three income levels and two bedroom types, we estimate Myrtle Terraces at New Holland will lease units at a minimum pace of 10 units per month. The subject property will reach a stabilized occupancy of 93 percent within an approximate eight month time period.

I. Interviews

Information gathered through field and phone interviews was used throughout the various sections of this report. The interviewees included property managers; Mike Lane, Planning and Zoning Director for Hall County; David Fee, transportation staff in Hall County; Shelley Davis with Greater Hall Chamber of Commerce; and Matt Tate, Planning Manager for the City of Gainesville.

9. FINDINGS AND CONCLUSIONS

A. Key Findings

Based on the preceding review of the subject project and demographic and competitive housing trends in the Myrtle Terraces Market Area, RPRG offers the following key findings:

1. Site and Neighborhood Analysis

The subject site is a suitable location for affordable senior rental housing as it is compatible with surrounding land uses and has access to amenities, services, and healthcare.

- The site for the proposed Myrtle Terraces at New Holland is visible and accessible, located within a planned mixed-use development to be called new Holland Village.
- Land uses within the immediate area include a mix of single-family attached homes, a church a small apartment community and a utility sub-station.
- Located in a growing area near downtown Gainesville, community services, senior services, neighborhood shopping centers and medical services, are located within two miles.
- Hall County operates a fixed route public transit service, and two of the seven routes have stops within blocks of the subject site. The system offers special rates for senior citizens and connects to medical facilities and retail throughout Gainesville.
- No negative land uses were identified at the time of the site visit that would negatively impact the proposed development's viability in the marketplace.

2. Economic Context

Hall County's economy steadily expanded throughout much of the past two decades, increasing its at-place employment base by 72 percent during this time. Despite recent job loss and unemployment increases caused by the national recession, Hall County has fared significantly better than most areas of the country and state.

- Amid the national recession, Hall County's unemployment rate climbed from 3.7 percent in 2007 to a 20-year high of 9.2 in 2009. Unemployment has since dropped to 8.1 percent, well below that of the State of Georgia and of the nation.
- Between 1990 and 2008, the county labor force grew by nearly 40,000 workers or approximately 74 percent. After a drop in 2009, the labor force has stabilized and even experienced moderate growth.
- Hall County's at-place employment grew by 72 percent with the addition of over 31,000 jobs between 1990 and 2008. After losing nearly 6,000 jobs in 2009, the job base stabilized and even grew in 2011.
- At-place employment in Hall County is concentrated in the manufacturing, trade-transportation-utilities and education-health sectors, representing 56 percent of all jobs. There is also significant representation in the government sector.

3. Population and Household Trends

Both the primary market area and Hall County have experienced substantial household growth over the past ten years, particularly among seniors. Growth in both areas is expected to continue.

- The household base of the Myrtle Terraces Market Area grew by 1.8 percent (350 households) per year between 2000 and 2010. Nielsen estimates that the market area will gain 523 households (1.6 percent) annually over the next five years.
- Between 2000 and 2012, households with a householder age 55+ increased by 1,839 households (33.7 percent). The senior age cohort with the largest increase in absolute terms was the 55-61 cohort, with an average annual increase of 57 households, or 3.2 percent.
- Over the next five years, the primary market area's senior household base is expected to increase by 17.6 percent (3.3 percent annually) among households with a householder age 55 and older. The cohort with the largest growth in absolute terms will be the age 65 to 74 cohort, with an annual increase of 105 householders or 4.2 percent.

4. Demographic Analysis

- The population of the Myrtle Terraces Market Area is similar in age to that of Hall County overall with median ages of 30 and 31, respectively. Seniors age 62 and older account for 12.1 percent of the population in the Myrtle Terraces Market Area compared to 13.3 percent in the Hall County.
- Marriage rates are especially high in the market area, with approximately half (49.5 percent) of households consisting of married couples with or without children, compared to the county where far more than half (57.9 percent) of all households are married households. Approximately 21.5 percent of households consist of a householder living alone in the market area, a household type traditionally dominated by senior households.
- Approximately 28.3 percent of senior households (55+) rent their homes in the market area. The 2,063 senior households that rent represent roughly one out of five of the total renter occupied households in the market area.
- Due to higher concentrations of lower income households in the market area, the market area is less affluent than the county, reporting a 2012 median income of \$44,377, approximately 81 percent of the county income of \$54,672.
- The 2012 median income for senior renter householders age 55 and older in the market area is \$23,943. Over 33 percent of senior renter households earn between \$15,000 and \$35,000, income levels targeted by the proposed community. Another 15 percent of senior renters earn between \$35,000 and \$50,000, indicating an audience for the unrestricted subject units.

5. Competitive Housing Analysis

There are no senior housing properties in the market area that have been financed by Low Income Housing Tax Credits (LIHTC). RPRG surveyed 17 general occupancy rental communities in the primary market area, including 12 market rate and five LIHTC properties. These general occupancy rental communities are considered the most comparable to the proposed subject.

- There are no senior housing properties in the market area that have been financed by Low Income Housing Tax Credits (LIHTC). The only senior products are a market rate service-enriched property and deep subsidy properties. The service-enriched community has rents four to five times those in standard market area apartments, and the senior subsidized communities have waiting lists.
- Combined, the 17 general occupancy properties surveyed offer 3,121 units. Of the 2,921 units for which vacancy information is available, a total of 138 units, or 4.7 percent, are vacant. The five LIHTC communities had a vacancy rate of 3.4 percent, and three LIHTC communities had no vacancies.
- The average one-bedroom effective rent among surveyed communities is \$588 for 747 square feet, amounting to an average rent per square foot of \$0.79. One bedroom rents range from \$497 to \$801.
- The average two-bedroom effective rent among surveyed communities is \$638 for 1,033 square feet, amounting to an average rent per square foot of \$0.62. Two-bedroom rents range from \$240 to \$872.
- Tax credit rents overlap with market rate rents in this market, with the 60 percent AMI rents positioned midrange.

B. Target Markets

Myrtle Terraces at New Holland will offer two bedroom units which will appeal to both single person senior households and couples. Sixty-two of the units will be restricted to senior households earning at or below 60 percent of the AMGI, 14 will be restricted to senior households earning at or below 50 percent of the AMCI and the remaining eight units will not have income restrictions.

C. Product Evaluation

Considered in the context of the competitive environment, the relative position of Myrtle Terraces at New Holland Senior Residences is as follows:

- **Unit Distribution:** The unit mix at the subject consists of 36 one-bedroom units (43 percent) and 48 two-bedroom units (57 percent). While this has a higher concentration of two-bedroom units than is traditional for senior products, evolving senior demand favors two-bedroom units for convenience and to support aging in place.
- **Unit Size:** Myrtle Terraces at New Holland will offer 664 square feet one-bedroom units and 864 and 950 square feet two-bedroom floorplans. All units will be smaller than the average general occupancy units surveyed. However, both floorplans fall within the range of sizes available in the general occupancy market, and contemporary senior units tend to be efficient with space. Thus, we believe the unit sizes to be offered at the subject property are reasonable and appropriate.
- **Unit Features:** The newly constructed units at the subject property will offer fully equipped kitchens with energy efficient appliances. Flooring will be a carpet and vinyl. In addition, all units will include ceiling fans and washer-dryer hook-ups. The proposed unit features at Myrtle Terraces at New Holland will be competitive with or superior to the existing rental communities in the market area and will be well received by the target market.



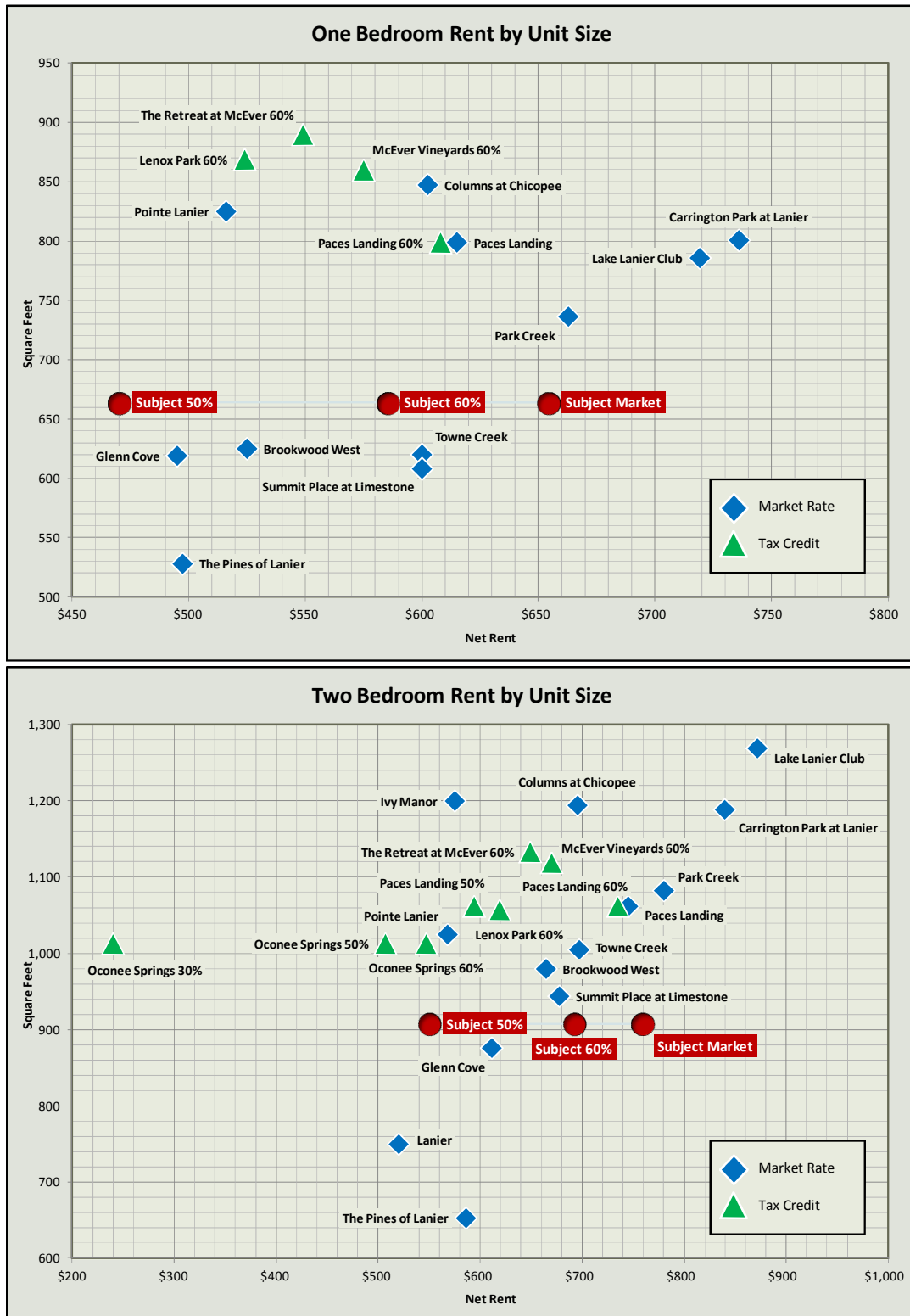
- **Community Amenities:** Myrtle Terraces at New Holland will offer amenities comparable to other communities in the area including an exercise room, community room and computer center. However, the subject will also offer amenities targeted to elderly households including a library, activity rooms and senior programming. This complement of amenities will appeal to the target audience and represent a competitive advantage.
- **Marketability:** Myrtle Terraces at New Holland will offer an attractive product and will be superior to existing rental communities in the market area in terms of amenities. In addition, the subject property will meet the need for senior rental housing affordable to lower income senior households in the market area.

D. Price Position

The subject's units will target senior households ranging from 50 to 60 percent AMI and offer a small number of units to households without income restrictions. As shown in Figure 9, the 50 percent one-bedroom rents will be the lowest in the market area. The one-bedroom 60 percent rents are priced in the middle of the overall range and just below the top of the LIHTC segment. The one-bedroom market rents will be positioned well below the top of the market in spite of offering a full complement of senior features.

Similarly, the 50 percent two-bedroom rents will be relatively low for the market area. The two-bedroom 60 percent rents are midrange, and even the market rate rents are below those of the market leaders.

Figure 9 Price Position of Myrtle Terraces at New Holland



E. Final Conclusions and Recommendations

Based on an analysis of projected senior household growth trends, overall affordability and demand estimates, current rental market conditions, and socio-economic and demographic characteristics of the primary market area, RPRG believes that the proposed Myrtle Terraces at New Holland will be able to successfully reach and maintain a stabilized occupancy of at least 93 percent. The product to be constructed will offer a full complement of senior features, a package not currently available in an affordable product.

We do not expect the construction of Myrtle Terraces at New Holland to negatively impact existing LIHTC communities in the primary market area or the region as they are geared toward general occupancy households.

We hope you find this analysis helpful in your decision making process.

A handwritten signature in black ink, appearing to read 'Elissa Golin'.

Elissa Golin
Analyst

A handwritten signature in black ink, appearing to read 'Tad Scepaniak'.

Tad Scepaniak
Principal



10. APPENDIX 1 UNDERLYING ASSUMPTIONS AND LIMITING CONDITIONS

In conducting the analysis, we will make the following assumptions, except as otherwise noted in our report:

1. There are no zoning, building, safety, environmental or other federal, state or local laws, regulations or codes which would prohibit or impair the development, marketing or operation of the subject project in the manner contemplated in our report, and the subject project will be developed, marketed and operated in compliance with all applicable laws, regulations and codes.
2. No material changes will occur in (a) any federal, state or local law, regulation or code (including, without limitation, the Internal Revenue Code) affecting the subject project, or (b) any federal, state or local grant, financing or other program which is to be utilized in connection with the subject project.
3. The local, national and international economies will not deteriorate, and there will be no significant changes in interest rates or in rates of inflation or deflation.
4. The subject project will be served by adequate transportation, utilities and governmental facilities.
5. The subject project will not be subjected to any war, energy crisis, embargo, strike, earthquake, flood, fire or other casualty or act of God.
6. The subject project will be on the market at the time and with the product anticipated in our report, and at the price position specified in our report.
7. The subject project will be developed, marketed and operated in a highly professional manner.
8. No projects will be developed which will be in competition with the subject project, except as set forth in our report.
9. There are no existing judgments nor any pending or threatened litigation, which could hinder the development, marketing or operation of the subject project.



The analysis will be subject to the following limiting conditions, except as otherwise noted in our report:

1. The analysis contained in this report necessarily incorporates numerous estimates and assumptions with respect to property performance, general and local business and economic conditions, the absence of material changes in the competitive environment and other matters. Some estimates or assumptions, however, inevitably will not materialize, and unanticipated events and circumstances may occur; therefore, actual results achieved during the period covered by our analysis will vary from our estimates and the variations may be material.
2. Our absorption estimates are based on the assumption that the product recommendations set forth in our report will be followed without material deviation.
3. All estimates of future dollar amounts are based on the current value of the dollar, without any allowance for inflation or deflation.
4. We have no responsibility for considerations requiring expertise in other fields. Such considerations include, but are not limited to, legal matters, environmental matters, architectural matters, geologic considerations, such as soils and seismic stability, and civil, mechanical, electrical, structural and other engineering matters.
5. Information, estimates and opinions contained in or referred to in our report, which we have obtained from sources outside of this office, are assumed to be reliable and have not been independently verified.
6. The conclusions and recommendations in our report are subject to these Underlying Assumptions and Limiting Conditions and to any additional assumptions or conditions set forth in the body of our report.



11. APPENDIX 2 ANALYST CERTIFICATIONS

I affirm that I have made a physical inspection of the market area and the subject property and that information has been used in the full study of the need and demand for the proposed units. To the best of my knowledge, the market can (cannot) support the project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with the ownership entity and my compensation is not contingent on this project being funded.

A handwritten signature in black ink, appearing to read 'Tad Scepiani', is written over a horizontal line.

June 2012

Tad Scepiani

Date

Principal

Real Property Research Group, Inc.

Warning: Title 18 U.S.C. 1001, provides in part that whoever knowingly and willfully makes or uses a document containing any false, fictitious, or fraudulent statement or entry, in any manner in the jurisdiction of any department or agency of the United States, shall be fined not more than \$10,000 or imprisoned for not more than five years or both.



12. APPENDIX 3 ANALYST RESUMES

TAD SCEPANIAK

Principal

Mr. Scepaniak directs our Atlanta office. He has eleven years of experience in the field of residential rental market research. Before joining the firm, Tad was president of a national firm, where he was involved extensively in the Low Income Tax Credit program throughout the entire United States. Mr. Scepaniak has completed work in approximately 25 states and Puerto Rico. He also has experience conducting studies under the HUD 221(d)(4) program, market rate rental properties, and senior housing developments. Along with work for developer clients, Tad has led our research efforts for the North Carolina, Iowa, South Carolina, and Georgia Housing Finance agencies. Mr. Scepaniak is also responsible for development and implementation of many of the firm's automated analytic systems.

Tad is a member of the National Council of Affordable Housing Market Analysts' (NCAHMA) Standards Committee and has been involved in the development of the organization's Standard Definitions, Recommended Market Study Content, and various white papers regarding market areas, derivation of market rents, selection of comparable properties, substandard housing, demand methodology, and senior housing.

Areas of Concentration:

Low Income Tax Credit Rental Housing: Mr. Scepaniak has worked extensively with the Low Income Tax Credit program throughout the United States, with special emphasis on the Southeast and Mid-Atlantic regions.

Senior Housing: Mr. Scepaniak has conducted feasibility analysis for a variety of senior oriented rental housing. The majority of this work has been under the Low Income Tax Credit program; however his experience includes assisted living facilities and market rate senior rental communities.

Market Rate Rental Housing: Mr. Scepaniak has conducted various projects for developers of market rate rental housing. The studies produced for these developers are generally used to determine the rental housing needs of a specific submarket and to obtain financing.

Student Housing: Tad has conducted market analyses of student housing solutions for small to mid-size universities. The analysis includes current rental market conditions, available on-campus housing options, student attitudes, and financial viability of proposed developments. Completed campus studies include Southern Polytechnic University, North Georgia State College and University, and Abraham Baldwin Agricultural College.

Education:

Bachelor of Science – Marketing; Berry College – Rome, Georgia



ELISSA GOLIN
Analyst

Elissa Golin has broad experience in providing market feasibility analyses for residential real estate. In recent years she has worked for RPRG, providing residential builders and developers with product recommendations based on an analysis of the competitive environment and demographic trends. She has also concentrated in the area of affordable housing, conducting feasibility studies to conform to the state requirements for Low Income Housing Tax Credit applications. In this capacity, she has covered the gamut of rental housing, including senior and handicapped communities as well as those for the general population, in both urban and suburban settings.

Ms. Golin began working in the area of residential market research with Market Smart, evaluating proposed sites, gathering data on the current competitive environment and determining the extent of pipeline activity in and around the market area.

Previously, Ms. Golin worked as an analyst for Migliara/Kaplan Associates, providing market research for the pharmaceutical and medical diagnostic industries. In this capacity, she was active in all stages of quantitative and qualitative research, including interviewing, developing surveys, gathering data and analyzing data.

Prior to receiving her Masters in Business Administration, Ms. Golin worked for the Lexington (KY) Philharmonic in the capacity of Assistant Manager and Marketing Director.

Areas of Concentration:

- For-sale residential products: Ms. Golin has conducted market research studies for a variety of residential developments throughout the Mid-Atlantic region for both multifamily and single family communities.
- Senior and handicapped housing: Ms. Golin has conducted feasibility studies for these tax credit rental communities typically in conjunction with Low Income Housing Tax Credit applications. These studies take into consideration the unique needs and demographics of the senior and handicapped populations.
- Affordable family housing: Ms. Golin has conducted feasibility studies as well for general tax credit rental communities.

Education:

Masters in Business Administration, University of Maryland, College Park
Bachelor of Science in Music and Arts Administration, Indiana University, Bloomington

13. APPENDIX 4 NCAHMA CHECKLIST

Introduction: Members of the National Council of Affordable Housing Market Analysts provides a checklist referencing all components of their market study. This checklist is intended to assist readers on the location and content of issues relevant to the evaluation and analysis of market studies. The page number of each component referenced is noted in the right column. In cases where the item is not relevant, the author has indicated "N/A" or not applicable. Where a conflict with or variation from client standards or client requirements exists, the author has indicated a "V" (variation) with a comment explaining the conflict. More detailed notations or explanations are also acceptable.

Component (*First occurring page is noted)		*Page(s)
Executive Summary		
1.	Executive Summary	
Project Summary		
2.	Project description with exact number of bedrooms and baths proposed, income limitation, proposed rents, and utility allowances	14,16
3.	Utilities (and utility sources) included in rent	14,16
4.	Project design description	14,16
5.	Unit and project amenities; parking	14,16
6.	Public programs included	14
7.	Target population description	14
8.	Date of construction/preliminary completion	15
9.	If rehabilitation, existing unit breakdown and rents	N/A
10.	Reference to review/status of project plans	N/A
Location and Market Area		
11.	Market area/secondary market area description	29
12.	Concise description of the site and adjacent parcels	17
13.	Description of site characteristics	17
14.	Site photos/maps	18 - 19
15.	Map of community services	18
16.	Visibility and accessibility evaluation	25
17.	Crime information	24
Employment and Economy		
18.	Employment by industry	47
19.	Historical unemployment rate	43
20.	Area major employers	48
21.	Five-year employment growth	46

22.	Typical wages by occupation	26 - 51
23.	Discussion of commuting patterns of area workers	42
Demographic Characteristics		
24.	Population and household estimates and projections	31
25.	Area building permits	33
26.	Distribution of income	39
27.	Households by tenure	36
Competitive Environment		
28.	Comparable property profiles	95
29.	Map of comparable properties	51, 59
30.	Comparable property photos	95
31.	Existing rental housing evaluation	68 - 76
32.	Comparable property discussion	68 - 76
33.	Area vacancy rates, including rates for tax credit and government-subsidized communities	72
34.	Comparison of subject property to comparable properties	83
35.	Availability of Housing Choice Vouchers	77
36.	Identification of waiting lists	72
37.	Description of overall rental market including share of market-rate and affordable properties	68
38.	List of existing LIHTC properties	25, 95
39.	Discussion of future changes in housing stock	
40.	Discussion of availability and cost of other affordable housing options, including homeownership	62
41.	Tax credit and other planned or under construction rental communities in market area	80
Analysis/Conclusions		
42.	Calculation and analysis of Capture Rate	57 - 59
43.	Calculation and analysis of Penetration Rate	N/A
44.	uation of proposed rent levels	84
45.	Derivation of Achievable Market Rent and Market Advantage	76
46.	Derivation of Achievable Restricted Rent	N/A
47.	Precise statement of key conclusions	80
48.	Market strengths and weaknesses impacting project	83
49.	Recommendation and/or modification to project description	83, if applicable
50.	Discussion of subject property's impact on existing housing	83
51.	Absorption projection with issues impacting performance	80



52.	Discussion of risks or other mitigating circumstances impacting project	62, if applicable
53.	Interviews with area housing stakeholders	77
Certifications		
54.	Preparation date of report	Cover
55.	Date of field work	12
56.	Certifications	86
57.	Statement of qualifications	90
58.	Sources of data not otherwise identified	N/A
59.	Utility allowance schedule	N/A



14. APPENDIX 5 MARKET AREA RENTAL COMMUNITY PROFILES

Establishment	Address	City	State	Phone Number	Contact	Condition
Church Street Manor	710 Jesse Jewell Pkwy. SE	Gainesville	GA	770-536-1254	Property Manager	Below Average
Lighthouse Manor	2415 Lighthouse Manor Dr.	Gainesville	GA	770-538-0366	Property Manager	Average
Smoky Springs Retirement	940 S Enota Dr.	Gainesville	GA	770-535-8349	Property Manager	Excellent
Windcliff	150 Gabriel Cir.	Gainesville	GA	770-503-0568	Property Manager	Average
Brookwood West	703 West Ave.	Gainesville	GA	770-530-2771	Property Manager	Average
Carrington Park at Lanier	150 Carrington Park Dr.	Gainesville	GA	866-963-6324	Property Manager	Above Average
Columns at Chicopee	1750 Columns Dr.	Gainesville	GA	770-532-7200	Property Manager	Average
Glenn Cove	1750 Norton Dr.	Gainesville	GA	770-536-0508	Property Manager	Average
Ivy Manor	2118 Centennial Dr.	Gainesville	GA	770-287-3328	Property Manager	Average
Lake Lanier Club	1701 Dawsonville Hwy.	Gainesville	GA	770-536-4688	Property Manager	Above Average
Lanier	1030 Summit St. SE	Gainesville	GA	770-536-7275	Property Manager	Average
Lenox Park	1000 Lenox Park Pl.	Gainesville	GA	770-287-1972	Property Manager	Average
McEver Vineyards	1245 McEver Rd. SW	Gainesville	GA	770-287-8292	Property Manager	Above Average
Oconee Springs	2351 Springhaven Dr.	Gainesville	GA	770-297-7779	Property Manager	Above Average
Paces Landing	100 Paces Ct. SW	Gainesville	GA	770-535-1565	Property Manager	Above Average
Park Creek	1100 Park Creek Ct.	Gainesville	GA	770-287-1414	Property Manager	Average
Pointe Lanier	2460 Spring Rd.	Gainesville	GA	866-428-5563	Property Manager	Average
Summit Place at Limestone	2350 Windward Ln. NE	Gainesville	GA	770-503-0031	Property Manager	Above Average
The Pines of Lanier	2354 Pine Cove Cir.	Gainesville	GA	770-535-1309	Property Manager	Average
The Retreat at McEver	1050 Eagle Eye Rd.	Gainesville	GA	888-862-8164	Property Manager	Above Average
Towne Creek	700 Washington St. NW	Gainesville	GA	770-534-5556	Property Manager	Average

Church Street Manor

Senior Community Profile

710 Jesse Jewell Pkwy. SE
Gainesville,GA

CommunityType: Deep Subsidy-Elderly

Structure Type: 3-Story Mid Rise

54 Units 0.0% Vacant (0 units vacant) as of 6/4/2012

Opened in 1978

Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input checked="" type="checkbox"/>	Gardening: <input type="checkbox"/>
Eff	77.8%	--	383		Comm Rm: <input checked="" type="checkbox"/>	Library: <input type="checkbox"/>
One	22.2%	--	505		Centrl Lndry: <input checked="" type="checkbox"/>	Arts&Crafts: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input checked="" type="checkbox"/>	Health Rms: <input type="checkbox"/>
Two	--	--	--	--	Fitness: <input type="checkbox"/>	Guest Suite: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	Conv Store: <input type="checkbox"/>
Three	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Walking Pth: <input type="checkbox"/>	Beauty Salon: <input type="checkbox"/>
Features						
Standard: Central A/C; Patio/Balcony; Grabbar						
Select Units: Ceiling Fan						
Optional(\$): --						
Security: Keyed Bldg Entry						
Parking: Free Surface Parking						

Comments

Maintain WL but wouldn't discuss length (June 2012); former study showed 3-6 months

Section 8, contract rents June 2011 were \$523 for studio and \$542 for 1 BR, wouldn't discuss in June 2012

Property Manager: --

Owner: --

Floorplans (Published Rents as of 6/4/2012) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Mid Rise - Elevator	--	Eff	1	42	--	383	--	Section 8	6/4/12	0.0%	(\$45)	--	--
Mid Rise - Elevator	--	1	1	12	--	505	--	Section 8	6/15/11	0.0%	\$497	--	--
									Adjustments to Rent				
									Incentives: None				
									Utilities in Rent: Heat Fuel: Natural Gas				
									Heat: <input checked="" type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Church Street Manor

GA139-015796

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(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

Lighthouse Manor

Senior Community Profile

2415 Lighthouse Manor Dr.
Gainesville, GA

CommunityType: Deep Subsidy-Elderly

Structure Type: 1-Story Garden

74 Units 0.0% Vacant (0 units vacant) as of 5/31/2012

Opened in 1994



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Gardening:
Eff	24.3%	\$471	650	\$0.72	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One	75.7%	\$454	800	\$0.57	Comm Rm: <input checked="" type="checkbox"/>	Library: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Arts&Crafts: <input type="checkbox"/>
Two	--	--	--	--	Elevator: <input type="checkbox"/>	Health Rms: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input type="checkbox"/>	Guest Suite: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	Conv Store: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Walking Pth: <input type="checkbox"/>	Beauty Salon: <input type="checkbox"/>

Features

Standard: Central A/C; Grabbar; Emergency Response

Select Units: Ceiling Fan

Optional(\$): --

Security: Keyed Bldg Entry

Parking: Free Surface Parking

Comments

Waitlist of 6-12 months

Section 8, rent is contract rent

Property Manager: --

Owner: --

Floorplans (Published Rents as of 5/31/2012) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	Eff	1	18	\$559	650	\$.86	Section 8	5/31/12	0.0%	\$454	--	--
Garden	--	1	1	56	\$559	800	\$.70	Section 8	6/15/11	0.0%	\$454	--	--
									Adjustments to Rent				
									Incentives: None				
									Utilities in Rent: Heat Fuel: Electric				
									Heat: <input checked="" type="checkbox"/> Cooking: <input checked="" type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/>				
									Hot Water: <input checked="" type="checkbox"/> Electricity: <input checked="" type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Lighthouse Manor

GA139-015797

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Windcliff

Senior Community Profile

150 Gabriel Cir.
Gainesville,GA

CommunityType: Deep Subsidy-Elderly

Structure Type: 1-Story Garden

56 Units

0.0% Vacant (0 units vacant) as of 5/30/2012

Opened in 2001



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Gardening:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One	71.4%	\$368	759	\$0.48	Comm Rm:	Library:
One/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Two	28.6%	\$437	931	\$0.47	Centrl Lndy:	Arts&Crafts:
Two/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Three	--	--	--	--	Elevator:	Health Rms:
Four+	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
					Fitness:	Guest Suite:
					<input checked="" type="checkbox"/>	<input type="checkbox"/>
					Hot Tub:	Conv Store:
					<input type="checkbox"/>	<input type="checkbox"/>
					Sauna:	ComputerCtr:
					<input type="checkbox"/>	<input type="checkbox"/>
					Walking Pth:	Beauty Salon:
					<input type="checkbox"/>	<input type="checkbox"/>

Features

Standard: Dishwasher; Disposal; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Grabbar; Emergency Response

Select Units: --

Optional(\$): --

Security: --

Parking: Free Surface Parking

Comments

Waitlist of 6 months to a year

Built with home funds as well

Section 8, rent is contract rent

Property Manager: --

Owner: --

Floorplans (Published Rents as of 5/30/2012) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	40	\$368	759	\$.48	Section 8	5/30/12	0.0%	\$368	\$437	--
Garden	--	2	1	16	\$437	931	\$.47	Section 8	6/15/11	0.0%	\$365	\$430	--
									Adjustments to Rent				
									Incentives:				
									None				
									Utilities in Rent: Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Windcliff

GA139-015798

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(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

Brookwood West**Multifamily Community Profile**

703 West Ave.
Gainesville, GA

CommunityType: **Market Rate - General**

Structure Type: **Garden/TH**

78 Units

2.6% Vacant (2 units vacant) as of 5/30/2012

Opened in 1986



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input type="checkbox"/>	Pool-Outdr: <input type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	60.3%	\$525	625	\$0.84	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	39.7%	\$665	980	\$0.68	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input type="checkbox"/>	
Features						
Standard: Central A/C; Patio/Balcony						
Select Units: Dishwasher						
Optional(\$): --						
Security: --						
Parking 1: Free Surface Parking				Parking 2: --		
Fee: --				Fee: --		
Property Manager: --						
Owner: --						

Comments

Built in 3 phases

Floorplans (Published Rents as of 5/30/2012) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	47	\$525	625	\$.84	Market	5/30/12	2.6%	\$525	\$665	--
Townhouse	--	2	1.5	10	\$695	1,200	\$.58	Market	6/15/11	--	\$495	\$605	--
Garden	--	2	1	21	\$650	875	\$.74	Market	<div>Adjustments to Rent</div> <div>Incentives: None</div> <div>Utilities in Rent: Heat Fuel: Electric</div> <div>Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/></div> <div>Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/></div>				

Brookwood West

GA139-015789

Carrington Park at Lanier

Multifamily Community Profile

150 Carrington Park Drive
Gainesville, GA

Community Type: Market Rate - General

Structure Type: Garden

292 Units 1.0% Vacant (3 units vacant) as of 5/30/2012

Opened in 2000



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input checked="" type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One	--	\$736	801	\$0.92	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	--	\$840	1,189	\$0.71	Fitness: <input checked="" type="checkbox"/>	CarWash: <input checked="" type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Three	--	\$924	1,482	\$0.62	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input checked="" type="checkbox"/>	
Features						
Standard: Dishwasher; Disposal; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony						
Select Units: Fireplace						
Optional(\$): --						
Security: Unit Alarms; Gated Entry						
Parking 1: Free Surface Parking				Parking 2: Detached Garage		
Fee: --				Fee: \$125		
Property Manager: Davis Development						
Owner: --						

Comments

Floorplans (Published Rents as of 5/30/2012) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$609	595	\$1.02	Market	5/30/12	1.0%	\$736	\$840	\$924
Garden	--	1	1.5	--	\$665	840	\$0.79	Market	6/15/11	2.7%	\$726	\$833	\$965
Garden	--	1	1	--	\$785	874	\$0.90	Market	4/25/07	2.1%	\$707	\$885	\$1,040
Garden	Garage	1	1	--	\$785	894	\$0.88	Market	5/13/05	1.4%	\$676	\$840	\$990
Garden	--	2	2	--	\$750	1,056	\$0.71	Market					
Garden	Garage	2	2	--	\$899	1,255	\$0.72	Market					
Garden	--	2	2	--	\$780	1,255	\$0.62	Market					
Garden	--	3	2	--	\$879	1,465	\$0.60	Market					
Garden	Garage	3	2	--	\$899	1,499	\$0.60	Market	Adjustments to Rent				
									Incentives:				
									Reduced application fees				
									Utilities in Rent:				
									Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input type="checkbox"/>				

Carrington Park at Lanier

GA139-005794

Columns at Chicopee

Multifamily Community Profile

1750 Columns Dr.
Gainesville, GA

CommunityType: **Market Rate - General**

Structure Type: **3-Story Garden**

150 Units

2.0% Vacant (3 units vacant) as of 5/30/2012

Opened in 2003



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input checked="" type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	26.7%	\$603	848	\$0.71	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	50.7%	\$695	1,194	\$0.58	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Three	22.7%	\$778	1,409	\$0.55	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Playground: <input checked="" type="checkbox"/>	
Features						
Standard: Dishwasher; Disposal; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; HighCeilings						
Select Units: Fireplace						
Optional(\$): --						
Security: --						
Parking 1: Free Surface Parking				Parking 2: Detached Garage		
Fee: --				Fee: \$55		
Property Manager: --						
Owner: --						

Comments

Garage parking ranges from \$55-\$75

Floorplans (Published Rents as of 5/30/2012) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	40	\$578	848	\$.68	Market	5/30/12	2.0%	\$603	\$695	\$778
Garden	--	2	1	10	\$585	1,134	\$.52	Market	6/15/11	6.0%	\$663	\$769	\$835
Garden	--	2	2	66	\$678	1,204	\$.56	Market					
Garden	--	3	2	34	\$743	1,409	\$.53	Market					
									Adjustments to Rent				
									Incentives: None				
									Utilities in Rent: Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input type="checkbox"/>				

Columns at Chicopee

GA139-015790

Glenn Cove

Multifamily Community Profile

1750 Norton Dr.
Gainesville,GA

CommunityType: **Market Rate - General**

Structure Type: **Garden/TH**

130 Units 19.2% Vacant (25 units vacant) as of 5/30/2012

Opened in 1970



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	--	\$495	619	\$0.80	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	--	\$611	876	\$0.70	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	--	\$750	1,013	\$0.74	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input checked="" type="checkbox"/>	
Features						
Standard: Central A/C; Patio/Balcony						
Select Units: Dishwasher; Ceiling Fan; In Unit Laundry						
Optional(\$): --						
Security: --						
Parking 1: Free Surface Parking				Parking 2: --		
Fee: --				Fee: --		
Property Manager: --						
Owner: --						

Comments

No reason given for high vacancy rate

May 2012: 2 BR, 1 BA without W/D is \$550, with hookup \$595

Floorplans (Published Rents as of 5/30/2012) (2)

Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$495	619	\$0.80	Market	5/30/12	19.2%	\$495	\$611	\$750
Garden	--	2	1	--	\$573	792	\$0.72	Market	6/15/11	26.2%	\$475	\$585	\$725
Townhouse	--	2	1.5	--	\$650	960	\$0.68	Market					
Garden	--	3	2	--	\$750	1,013	\$0.74	Market					

Adjustments to Rent

Incentives:

No security deposit

Utilities in Rent: Heat Fuel: Electric

Heat: ☐ Cooking: ☐ Wtr/Swr: ☒

Hot Water: ☐ Electricity: ☐ Trash: ☒

Glenn Cove

GA139-015791

Ivy Manor**Multifamily Community Profile**

2118 Centennial Dr.
Gainesville, GA

CommunityType: **Market Rate - General**

Structure Type: **2-Story Townhouse**

19 Units 0.0% Vacant (0 units vacant) as of 6/5/2012

Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input type="checkbox"/>	Pool-Outdr: <input type="checkbox"/>
Eff	--	\$450	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	--	\$575	1,200	\$0.48	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input type="checkbox"/>	
Features						
Standard: Dishwasher; Disposal; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony						
Select Units: --						
Optional(\$): --						
Security: --						
Parking 1: Free Surface Parking				Parking 2: --		
Fee: --				Fee: --		
Property Manager: --						
Owner: --						

Comments

--	--	--	--	--	--	--	--	--	--	--	--	--

Floorplans (Published Rents as of 6/5/2012) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Townhouse	--	Eff	1	--	\$450	--	--	Market	6/5/12	0.0%	--	\$575	--
Townhouse	--	2	1.5	--	\$575	1,200	\$.48	Market	6/15/11	10.5%	--	\$575	--
									Adjustments to Rent				
									Incentives: None				
									Utilities in Rent: Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Ivy Manor

GA139-015792

Lake Lanier Club

Multifamily Community Profile

1701 Dawsonville Highway
Gainesville, GA

Community Type: **Market Rate - General**

Structure Type: **Garden/TH**

657 Units

5.0% Vacant (33 units vacant) as of 5/30/2012

Opened in 1998



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$719	786	\$0.92	Comm Rm:	Basketball:
One/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Two	--	\$872	1,269	\$0.69	Centrl Lndry:	Tennis:
Two/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Three	--	\$1,011	1,532	\$0.66	Elevator:	Volleyball:
Four+	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
					Fitness:	CarWash:
					<input checked="" type="checkbox"/>	<input type="checkbox"/>
					Hot Tub:	BusinessCtr:
					<input type="checkbox"/>	<input checked="" type="checkbox"/>
					Sauna:	ComputerCtr:
					<input type="checkbox"/>	<input checked="" type="checkbox"/>
					Playground:	
					<input checked="" type="checkbox"/>	

Features	
Standard: Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; HighCeilings	
Select Units: Fireplace	
Optional(\$): --	
Security: Unit Alarms; Gated Entry	
Parking 1: Free Surface Parking Fee: --	Parking 2: -- Fee: --
Property Manager: -- Owner: --	

Comments

Floorplans (Published Rents as of 5/30/2012) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$663	686	\$0.97	Market	5/30/12	5.0%	\$719	\$872	\$686
Garden	--	1	1	--	\$668	750	\$0.89	Market	6/15/11	4.0%	\$687	\$863	\$918
Garden	--	1	1	--	\$753	922	\$0.82	Market	3/22/07	3.0%	\$691	\$857	\$991
Garden	--	2	2	--	\$785	1,192	\$0.66	Market	6/9/05	9.0%	\$668	\$813	\$895
Garden	--	2	2	--	\$855	1,252	\$0.68	Market					
Garden	--	2	2	--	\$885	1,363	\$0.65	Market					
Garden	--	3	2	--	\$923	1,424	\$0.65	Market					
Garden	--	3	2	--	\$1,030	1,571	\$0.66	Market					
Garden	--	3	2	--	--	1,601	--	Market	Adjustments to Rent				
									Incentives: None				
									Utilities in Rent: Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input type="checkbox"/>				

Lake Lanier Club

GA139-005796

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(1) Effective Rent is Published Rent, net of concessions and assumes that water, sewer and trash is included in rent
(2) Published Rent is rent as quoted by management.

Lanier**Multifamily Community Profile**

1030 Summit St. SE
Gainesville, GA

CommunityType: **Market Rate - General**

Structure Type: **Garden**

96 Units 17.7% Vacant (17 units vacant) as of 5/30/2012

Opened in 1978

Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input type="checkbox"/>	Pool-Outdr: <input type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	75.0%	\$520	750	\$0.69	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	25.0%	\$620	1,025	\$0.60	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input type="checkbox"/>	
Features						
Standard: Central A/C; Patio/Balcony						
Select Units: --						
Optional(\$): --						
Security: --						
Parking 1: Free Surface Parking				Parking 2: --		
Fee: --				Fee: --		
Property Manager: --						
Owner: --						

Comments

No reason given for high vacancy rate

Floorplans (Published Rents as of 5/30/2012) (2)**Historic Vacancy & Eff. Rent (1)**

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	2	1	72	\$520	750	\$0.69	Market	5/30/12	17.7%	--	\$520	\$620
Garden	--	3	1	24	\$620	1,025	\$0.60	Market	6/15/11	27.1%	--	\$540	\$640
Adjustments to Rent													
Incentives:													
No security deposit													
Utilities in Rent: Heat Fuel: Electric													
Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/>													
Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>													

Lanier

GA139-015793

Lenox Park

Multifamily Community Profile

1000 Lenox Park Place
Gainesville, GA

CommunityType: LIHTC - General

Structure Type: Garden

292 Units

6.8% Vacant (20 units vacant) as of 6/3/2012

Opened in 2000



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	19.2%	\$524	869	\$0.60	Comm Rm:	Basketball:
One/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Two	28.8%	\$619	1,057	\$0.59	Centrl Lndry:	Tennis:
Two/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Three	52.1%	\$654	1,219	\$0.54	Elevator:	Volleyball:
Four+	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
					Fitness:	CarWash:
					<input checked="" type="checkbox"/>	<input type="checkbox"/>
					Hot Tub:	BusinessCtr:
					<input type="checkbox"/>	<input type="checkbox"/>
					Sauna:	ComputerCtr:
					<input type="checkbox"/>	<input type="checkbox"/>
					Playground:	
					<input checked="" type="checkbox"/>	

Features	
Standard: Dishwasher; Disposal; Ice Maker; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony	
Select Units: --	
Optional(\$): --	
Security: Gated Entry	
Parking 1: Free Surface Parking	Parking 2: --
Fee: --	Fee: --
Property Manager: Lincoln Property Co	
Owner: --	

Comments

New management took over in February 2011 and are leasing back up
June 2012: 10 units available; another 10 have structural problems, such as leaks or mold
Many applicants not passing criminal background on credit checks

Floorplans (Published Rents as of 6/3/2012) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	56	\$499	869	\$.57	LIHTC/ 60%	6/3/12	6.8%	\$524	\$619	\$654
Garden	--	2	2	84	\$589	1,057	\$.56	LIHTC/ 60%	6/15/11*	32.9%	\$524	\$629	\$714
Garden	--	3	2	76	\$609	1,182	\$.52	LIHTC/ 60%	3/22/07	2.1%	\$605	\$710	\$815
Garden	--	3	2	76	\$629	1,255	\$.50	LIHTC/ 60%	5/13/05	2.4%	\$550	\$650	\$698
									* Indicates initial lease-up.				
									Adjustments to Rent				
									Incentives: —				
									Utilities in Rent: Heat Fuel: Electric Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/> Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input type="checkbox"/>				

Lenox Park

GA139-005800

McEver Vineyards**Multifamily Community Profile**

1245 McEver Rd SW
Gainesville, GA

CommunityType: LIHTC - General

Structure Type: Garden

220 Units 0.0% Vacant (0 units vacant) as of 6/3/2012

Opened in 2004



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input checked="" type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One	14.5%	\$575	860	\$0.67	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	50.0%	\$670	1,119	\$0.60	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Three	35.5%	\$750	1,335	\$0.56	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Playground: <input checked="" type="checkbox"/>	
Features						
Standard: Dishwasher; Disposal; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Carpet						
Select Units: --						
Optional(\$): --						
Security: Unit Alarms; Gated Entry						
Parking 1: Free Surface Parking				Parking 2: --		
Fee: --				Fee: --		
Property Manager: Norsouth						
Owner: --						

Comments

Waitlist: 1 BR (10) and 2 BR (5)

Floorplans (Published Rents as of 6/3/2012) (2)									Historic Vacancy & Eff. Rent (1)					
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$	
Garden	--	1	1	32	\$560	860	\$.65	LIHTC/ 60%	6/3/12	0.0%	\$575	\$670	\$750	
Garden	--	2	2	110	\$650	1,119	\$.58	LIHTC/ 60%	6/15/11	0.0%	\$590	\$670	\$750	
Garden	--	3	2	78	\$725	1,335	\$.54	LIHTC/ 60%	3/22/07	1.8%	\$580	\$680	\$765	
									5/25/05	7.3%	\$565	\$660	\$745	
									Adjustments to Rent					
									Incentives: None					
									Utilities in Rent:		Heat Fuel: Electric			
									Heat: <input type="checkbox"/>		Cooking: <input type="checkbox"/>		Wtr/Swr: <input type="checkbox"/>	
									Hot Water: <input type="checkbox"/>		Electricity: <input type="checkbox"/>		Trash: <input checked="" type="checkbox"/>	

McEver Vineyards

GA139-008341

Oconee Springs

Multifamily Community Profile

2351 Springhaven Drive
Gainesville, GA

CommunityType: LIHTC - General

Structure Type: Garden

88 Units 0.0% Vacant (0 units vacant) as of 6/5/2012

Opened in 1998



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input checked="" type="checkbox"/> Comm Rm: <input checked="" type="checkbox"/> Centrl Lndry: <input checked="" type="checkbox"/> Elevator: <input type="checkbox"/> Fitness: <input type="checkbox"/> Hot Tub: <input type="checkbox"/> Sauna: <input type="checkbox"/> Playground: <input checked="" type="checkbox"/>	Pool-Outdr: <input type="checkbox"/> Basketball: <input type="checkbox"/> Tennis: <input type="checkbox"/> Volleyball: <input type="checkbox"/> CarWash: <input type="checkbox"/> BusinessCtr: <input type="checkbox"/> ComputerCtr: <input type="checkbox"/>
Eff	--	--	--	--		
One	--	--	--	--		
One/Den	--	--	--	--		
Two	18.2%	\$463	1,013	\$0.46		
Two/Den	--	--	--	--		
Three	72.7%	\$523	1,210	\$0.43		
Four+	9.1%	\$562	1,372	\$0.41		
Features						
Standard: Dishwasher; Disposal; Ice Maker; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony						
Select Units: --						
Optional(\$): --						
Security: --						
Parking 1: Free Surface Parking				Parking 2: --		
Fee: --				Fee: --		
Property Manager: --						
Owner: --						

Comments

Waitlist of 1-2 years on the 30% and 50% units

Waitlist for the 60% units as well

Floorplans (Published Rents as of 6/5/2012) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	2	2	4	\$220	1,013	\$0.22	LIHTC/ 30%	6/5/12	0.0%	--	\$463	\$523
Garden	--	2	2	3	\$487	1,013	\$0.48	LIHTC/ 50%	6/15/11	0.0%	--	\$460	\$530
Garden	--	2	2	9	\$527	1,013	\$0.52	LIHTC/ 60%	4/25/07	0.0%	--	\$482	\$552
Garden	--	3	2	34	\$580	1,210	\$0.48	LIHTC/ 60%	5/25/05	10.2%	--	\$355	\$460
Garden	--	3	2	13	\$230	1,210	\$0.19	LIHTC/ 30%					
Garden	--	3	2	17	\$540	1,210	\$0.45	LIHTC/ 50%					
Garden	--	4	2	2	\$231	1,372	\$0.17	LIHTC/ 30%					
Garden	--	4	2	2	\$571	1,372	\$0.42	LIHTC/ 50%					
Garden	--	4	2	4	\$662	1,372	\$0.48	LIHTC/ 60%					
									Adjustments to Rent				
									Incentives: None				
									Utilities in Rent: Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Oconee Springs

GA139-005802

Paces Landing

Multifamily Community Profile

100 Paces Court SW
Gainesville, GA 30504

CommunityType: LIHTC - General

Structure Type: Garden

140 Units 0.0% Vacant (0 units vacant) as of 6/3/2012

Opened in 2002



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input checked="" type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One	11.4%	\$610	799	\$0.76	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	37.1%	\$699	1,062	\$0.66	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	35.7%	\$705	1,267	\$0.56	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	5.7%	\$839	1,428	\$0.59	Playground: <input checked="" type="checkbox"/>	
Features						
Standard: Dishwasher; Disposal; Ice Maker; In Unit Laundry (Hook-ups); Central A/C						
Select Units: --						
Optional(\$): --						
Security: --						
Parking 1: Free Surface Parking				Parking 2: --		
Fee: --				Fee: --		
Property Manager: --						
Owner: Paces Foundation						

Comments

14 additional 2 bdrm 60% units with PBRA

Floorplans (Published Rents as of 6/3/2012) (2)									Historic Vacancy & Eff. Rent (1)									
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$					
Garden	--	1	1	12	\$593	799	\$74	LIHTC/ 60%	6/3/12	0.0%	\$610	\$699	\$705					
Garden	--	1	1	4	\$600	799	\$75	Market	6/15/11	10.0%	\$597	\$638	\$673					
Garden	--	2	2	14	\$574	1,062	\$54	LIHTC/ 50%	4/25/07	2.1%	\$578	\$648	\$654					
Garden	--	2	2	28	\$715	1,062	\$67	LIHTC/ 60%	5/25/05	6.4%	\$545	\$615	\$634					
Garden	--	2	2	10	\$725	1,062	\$68	Market	* Indicates initial lease-up.									
Garden	--	3	2	40	\$644	1,267	\$51	LIHTC/ 50%										
Garden	--	3	2	10	\$825	1,267	\$65	Market										
Garden	--	4	2	4	\$693	1,428	\$49	LIHTC/ 50%										
Garden	--	4	2	4	\$925	1,428	\$65	Market	Adjustments to Rent									
									Incentives: None									
									Utilities in Rent:					Heat Fuel: Electric				
									Heat: <input type="checkbox"/>					Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>				
									Hot Water: <input type="checkbox"/>					Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Paces Landing

GA139-005804

Park Creek

Multifamily Community Profile

1100 Park Creek Court
Gainesville, GA

CommunityType: Market Rate - General

Structure Type: Garden

200 Units

Occupancy data not currently available

Opened in 1998



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input checked="" type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One	50.0%	\$663	736	\$0.90	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	30.0%	\$780	1,082	\$0.72	Fitness: <input checked="" type="checkbox"/>	CarWash: <input checked="" type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Three	20.0%	\$888	1,308	\$0.68	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input checked="" type="checkbox"/>	
Features						
Standard: Dishwasher; Disposal; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony						
Select Units: Fireplace						
Optional(\$): --						
Security: Fence; Gated Entry						
Parking 1: Free Surface Parking Fee: --				Parking 2: Detached Garage Fee: \$95		
Property Manager: -- Owner: --						

Comments

Management refused occupancy information

May 2012 specials and rents from website, per agent's direction

Floorplans (Published Rents as of 5/30/2012) (2)

Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	40	\$640	635	\$1.01	Market	5/30/12	--	\$663	\$780	\$888
Garden	--	1	1	60	\$670	804	\$0.83	Market	6/15/11	--	\$642	\$770	\$850
Garden	--	2	2	36	\$760	1,050	\$0.72	Market	3/27/07	6.0%	\$708	\$870	\$910
Garden	--	2	2	24	\$760	1,131	\$0.67	Market	5/19/05	7.0%	\$629	\$750	\$877
Garden	--	3	2	40	\$880	1,308	\$0.67	Market					

Adjustments to Rent

Incentives:

\$200 off first month on 3 BR and larger 1 BR

Utilities in Rent: Heat Fuel: Electric

Heat: ☐ Cooking: ☐ Wtr/Swr: ☐

Hot Water: ☐ Electricity: ☐ Trash: ☒

Park Creek

GA139-005792

Pointe Lanier

Multifamily Community Profile

2460 Spring Rd.
Gainesville, GA

CommunityType: Market Rate - General

Structure Type: 3-Story Garden

100 Units

11.0% Vacant (11 units vacant) as of 5/30/2012

Opened in 1987



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	40.0%	\$516	825	\$0.63	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	60.0%	\$568	1,025	\$0.55	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input checked="" type="checkbox"/>	
Features						
Standard: Dishwasher; Disposal; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony						
Select Units: Fireplace						
Optional(\$): --						
Security: --						
Parking 1: Free Surface Parking				Parking 2: --		
Fee: --				Fee: --		
Property Manager: --						
Owner: --						

Comments

Floorplans (Published Rents as of 5/30/2012) (2)

Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	40	\$545	825	\$0.66	Market	5/30/12	11.0%	\$516	\$568	--
Garden	--	2	2	60	\$595	1,025	\$0.58	Market	6/15/11	2.0%	\$545	\$638	--

Adjustments to Rent

Incentives:

1 BR \$495, 2 BR \$575 plus \$300 off first month on all

Utilities in Rent: Heat Fuel: Electric

Heat: ☐ Cooking: ☐ Wtr/Swr: ☒

Hot Water: ☐ Electricity: ☐ Trash: ☒

Pointe Lanier

GA139-015794

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(1) Effective Rent is Published Rent, net of concessions and assumes that water, sewer and trash is included in rent

(2) Published Rent is rent as quoted by management.

Summit Place at Limestone

Multifamily Community Profile

2350 Windward Ln NE
Gainesville, GA

CommunityType: **Market Rate - General**

Structure Type: **Garden**

128 Units

6.3% Vacant (8 units vacant) as of 5/30/2012

Opened in 1995



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	18.8%	\$600	608	\$0.99	Comm Rm:	Basketball:
One/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Two	68.8%	\$678	944	\$0.72	Centrl Lndry:	Tennis:
Two/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Three	12.5%	\$785	1,250	\$0.63	Elevator:	Volleyball:
Four+	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
					Fitness:	CarWash:
					<input checked="" type="checkbox"/>	<input type="checkbox"/>
					Hot Tub:	BusinessCtr:
					<input type="checkbox"/>	<input type="checkbox"/>
					Sauna:	ComputerCtr:
					<input type="checkbox"/>	<input type="checkbox"/>
					Playground:	
					<input type="checkbox"/>	

Features	
Standard: Dishwasher; Disposal; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony	
Select Units: --	
Optional(\$): --	
Security: --	
Parking 1: Free Surface Parking Fee: --	Parking 2: -- Fee: --
Property Manager: -- Owner: --	

Comments

Floorplans (Published Rents as of 5/30/2012) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	24	\$630	608	\$1.04	Market	5/30/12	6.3%	\$600	\$678	\$785
Garden	--	2	2	88	\$708	944	\$.75	Market	6/15/11	4.7%	\$588	\$688	\$775
Garden	--	3	2	16	\$815	1,250	\$.65	Market	3/22/07	2.3%	\$630	\$700	\$803
									6/10/05	3.9%	\$605	\$688	\$805
									Adjustments to Rent				
									Incentives: \$30 off on all units				
									Utilities in Rent: Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Summit Place at Limestone

GA139-008334

The Pines of Lanier**Multifamily Community Profile**

2354 Pine Cove Cir.
Gainesville,GA

CommunityType: **Market Rate - General**

Structure Type: **2-Story Garden**

157 Units 0.0% Vacant (0 units vacant) as of 5/30/2012

Opened in 1986

Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
Eff	4.5%	\$443	363	\$1.22	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	65.0%	\$497	528	\$0.94	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	30.6%	\$586	653	\$0.90	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Three	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Playground: <input type="checkbox"/>	
Features						
Standard: Dishwasher; Disposal; Ceiling Fan; Central A/C; Patio/Balcony						
Select Units: In Unit Laundry						
Optional(\$): --						
Security: --						
Parking 1: Free Surface Parking				Parking 2: --		
Fee: --				Fee: --		
Property Manager: --						
Owner: --						

Comments

June 2011: Management said that 70% occupancy was normal

W/S/T flat fee (on top of rent) of \$30 for studios & 1 BR, \$40 2 BR

Floorplans (Published Rents as of 5/30/2012) (2)**Historic Vacancy & Eff. Rent (1)**

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	Eff	1	7	\$420	363	\$1.16	Market	5/30/12	0.0%	\$497	\$586	--
Garden	Loft	1	1	32	\$450	509	\$0.88	Market	6/15/11	29.9%	\$477	\$556	--
Garden	--	1	1	48	\$475	530	\$0.90	Market					
Loft w/ patio / Garden	--	1	1	11	\$499	551	\$0.91	Market					
Loft w/ balcony / Garden	--	1	1	11	\$499	551	\$0.91	Market					
Garden	--	2	1	48	\$556	653	\$0.85	Market					
								Adjustments to Rent					
								Incentives: None					
								Utilities in Rent: Heat Fuel: Electric					
								Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>					
								Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input type="checkbox"/>					

The Pines of Lanier

GA139-015795

The Retreat at McEver

Multifamily Community Profile

1050 Eagle Eye Road
Gainesville, GA

CommunityType: LIHTC - General

Structure Type: Garden

224 Units

5.8% Vacant (13 units vacant) as of 5/30/2012

Opened in 2002



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	35.7%	\$549	890	\$0.62	Comm Rm:	Basketball:
One/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Two	53.6%	\$649	1,133	\$0.57	Centrl Lndry:	Tennis:
Two/Den	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
Three	10.7%	\$749	1,350	\$0.55	Elevator:	Volleyball:
Four+	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
					Fitness:	CarWash:
					<input checked="" type="checkbox"/>	<input type="checkbox"/>
					Hot Tub:	BusinessCtr:
					<input type="checkbox"/>	<input checked="" type="checkbox"/>
					Sauna:	ComputerCtr:
					<input type="checkbox"/>	<input type="checkbox"/>
					Playground:	
					<input checked="" type="checkbox"/>	

Features	
Standard: Dishwasher; Disposal; Microwave; Ice Maker; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony	
Select Units:	--
Optional(\$):	--
Security:	Unit Alarms
Parking 1:	Free Surface Parking
Fee:	--
Parking 2:	--
Fee:	--
Property Manager:	--
Owner:	--

Comments

Floorplans (Published Rents as of 5/30/2012) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	80	\$549	890	\$.62	LIHTC/ 60%	5/30/12	5.8%	\$549	\$649	\$749
Garden	--	2	2	88	\$649	1,120	\$.58	LIHTC/ 60%	6/15/11	4.0%	\$549	\$649	\$749
Garden	--	2	2	32	\$649	1,170	\$.55	LIHTC/ 60%	4/27/07	2.2%	\$550	\$640	\$745
Garden	--	3	2	24	\$749	1,350	\$.55	LIHTC/ 60%	4/9/03*	26.8%	\$525	\$590	\$665
									* Indicates initial lease-up.				
									Adjustments to Rent				
									Incentives: None				
									Utilities in Rent: Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

The Retreat at McEver

GA139-005805

Towne Creek

Multifamily Community Profile

700 Washington Street NW
Gainesville, GA

CommunityType: **Market Rate - General**

Structure Type: **Garden**

150 Units

2.0% Vacant (3 units vacant) as of 5/30/2012

Opened in 1989



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	40.0%	\$600	620	\$0.97	Comm Rm:	Basketball:
One/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Two	60.0%	\$697	1,005	\$0.69	Centrl Lndry:	Tennis:
Two/Den	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
Three	--	--	--	--	Elevator:	Volleyball:
Four+	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
					Fitness:	CarWash:
					<input type="checkbox"/>	<input type="checkbox"/>
					Hot Tub:	BusinessCtr:
					<input type="checkbox"/>	<input type="checkbox"/>
					Sauna:	ComputerCtr:
					<input type="checkbox"/>	<input type="checkbox"/>
					Playground:	
					<input type="checkbox"/>	

Features	
Standard: Dishwasher; Disposal; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony	
Select Units: Fireplace	
Optional(\$): --	
Security: --	
Parking 1: Free Surface Parking Fee: --	Parking 2: -- Fee: --
Property Manager: AMLI Residential Owner: --	

Comments

Floorplans (Published Rents as of 5/30/2012) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	60	\$575	620	\$.93	Market	5/30/12	2.0%	\$600	\$697	--
Garden	--	2	2	90	\$667	1,005	\$.66	Market	6/15/11	6.7%	\$552	\$687	--
									4/25/07	3.3%	\$615	\$765	--
									5/25/05	4.7%	\$575	\$680	--
									Adjustments to Rent				
									Incentives: Rents quoted are specials				
									Utilities in Rent: Heat Fuel: Natural Gas				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input type="checkbox"/>				

Towne Creek

GA139-005793